MAY 12, 1975

Commerce Today

'Restore Faith In Business' Is New Secretary's Goal

FROM THE
SECRETARY

World Trade Week Commentary

It is especially gratifying for me to join the Commerce Department team just as the nation prepares to observe World Trade Week.

The benefits of trade are shared by all Americans, and one of my principal tasks will be helping to carry out the Department's responsibilities for promoting it.

I look forward to working with business and labor groups everywhere in support of undertakings that increase exports and the jobs and profits they generate.

In his proclamation designating May 18-24 for the observance of World Trade Week, President Ford emphasized America's commitment to the principle of interdependence among nations.

"Through world trade, Americans expand with others the flow of goods and services to all peoples and enhance the economic well-being of all countries," he declared. "In so doing, we recommit the United States to an open world economic order and reconfirm our pledge to international peace and understanding."

The United States has long been a leader in developing the current high level of international trade.

After World War II, when much of the world was economically prostrate, a major U.S. objective was to use trade as a means of bringing about a broadly-based regeneration of economies devastated by the war. This effort was highly successful and contributed greatly to the economic growth which has prevailed in much of the world during the postwar period.

Today the world economy faces other challenges: overcoming recession in some areas, combating inflation worldwide, meeting the needs and legitimate aspirations of the developing countries, and maintaining equitable access to the world's resources. There are also the problems of balance of payments deficits, monetary instability, and the food and energy crises. Combined, they create an air of uncertainty in the world economy.

Through it all, the basic thrust of U.S. policy continues. It most recently was reaffirmed by enactment of the Trade Act of 1974, which looks forward to the continuing reduction of obstacles to world trade and provides the best framework within which nations can work for cooperative solutions to their economic problems.

One of the main tasks is to prevent the pressures created by these problems from producing a shift toward strong nationalistic sentiments. We must all recognize that in today's interdependent world, no nation can solve these problems alone. International cooperation is essential.

Liberalized trade is a practical solution to many of these problems because it promotes the more efficient use of the world's limited resources. In the forthcoming trade negotiations, we must all work to make substantial reductions in the tariff and non-tariff barriers which retard the free flow of trade. Those negotiations also represent a useful forum for dealing with other economic difficulties confronting the world economy.

U.S. leadership and participation remain essential if international efforts to improve the world trading system are to succeed. Recognizing this, the United States intends to play a full and constructive part in the trade negotiations.

Rogers C.B. Morton

Commerce Today

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COVER: *President Ford told his new Secretary of Commerce, Rogers C. B. Morton, shown together here at his swearing in May 1 in the Commerce Department, that it would be his task "to help restore public confidence in the business world." The oath of office was administered to the nation's 23rd Secretary of Commerce by Supreme Court Justice Lewis F. Powell. Secretary Morton was formerly Secretary of the Interior. He continues as Chairman of the Energy Resources Council. See also* Newsmemo *on page 4.*

Volatile Food Prices Now Moving Down As Inflation Shows Substantial Moderation

Economic Highlights is prepared by James L. Pate, Assistant Secretary of Commerce for Economic Affairs.

Moderation in price increases has now become readily apparent in all commonly used measures of inflation. The short-term goal of cutting last year's extremely high rate of inflation in half by the end of this year seems to be within easy reach, and in fact, some of the indexes have already surpassed that goal. Yet, many problems will remain during the balance of 1975, and continuing improvement may be increasingly difficult to achieve in 1976 if the economic recovery that is expected late this year is proceeding at an excessive rate.

A substantial part of the improvement in inflation so far has occurred in categories that traditionally constitute a particularly important part of consumer spending, and this may have accounted in part of the recent increase in consumer confidence. There have been either declines or only modest increases recently in such retail food items as meat, dairy products, eggs, and sugar. Manufacturers' rebates, although temporary, partially offset price increases on imported cars and as a result, there were only moderate increases in the consumer index for new cars. Used car prices have declined slightly this year but are still 32 percent above a year ago. A similar price pattern has occurred for fuel oil and coal. Price increases for clothing have been modest and some lines of apparel have declined in price.

As indicated by Charts 1 and 2 on the opposite page, food and other farm products have accounted for a large proportion of the recent moderation in prices at both the consumer and wholesale levels. Retail food prices declined in March for the first time in nine months, and the annual rate of increase for the quarter was only 1.4 percent compared with 14.4 percent in the preceding quarter. Meanwhile, nonfood items in the Consumer Price Index rose at an annual rate of 8.5 percent, little changed from the fourth quarter of last year but well below the 12-to-15 percent range that prevailed in the first three quarters of 1974.

The impact of the farm sector has been even greater on the Wholesale Price Index. The farm products and processed foods and feeds component of the WPI has declined 2½ percent or more in each of the past four months, December through March, and is now slightly below a year ago. The total index also has gone down in each of those four months. The decline at an annual rate of 6.7 percent in the total index in the first quarter of 1975 compares with increases of 13.4 percent and 35.2 percent in the fourth and third quarters, respectively, last year.

The industrial commodities component of the WPI is rising much less vigorously. In three successive quarters, it has dropped from an annual rate of increase of about 36 percent to 5.1 percent.

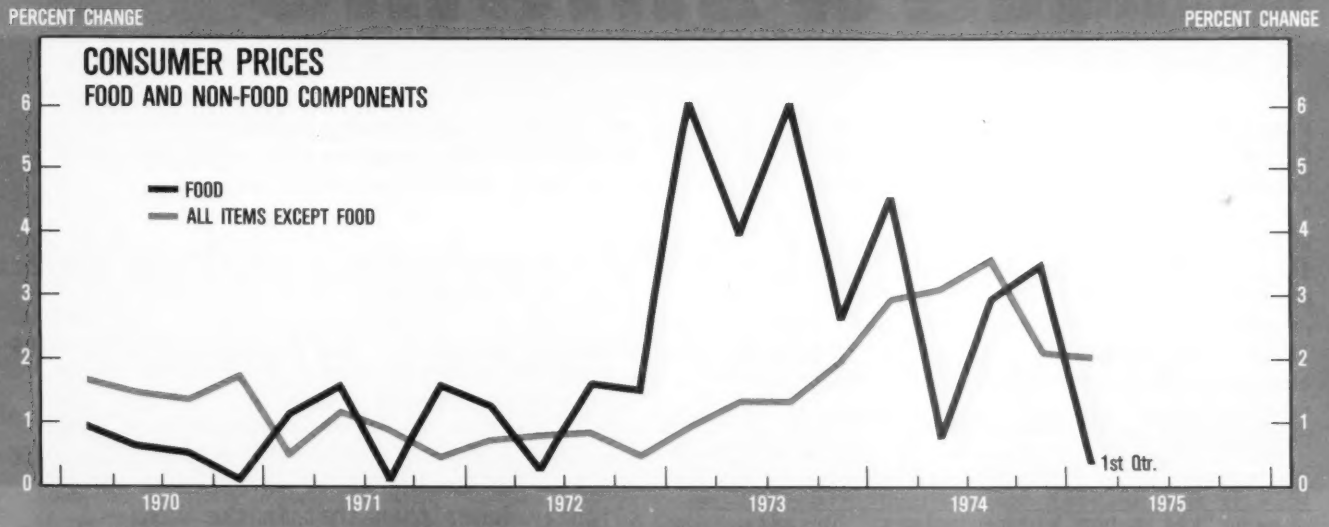
It appears that the upward pressure on prices had been abating long before any easing was apparent in the overall, popular measures of inflation (See *Economic Highlights*, January 6, 1975). The index of sensitive raw materials prices declined more than 25 percent from April 1974 to January and has moved upward only slightly since then. Sorted out by stage of processing, as shown in Chart 3, prices of crude materials started declining last summer, followed closely by intermediate goods prices. Wholesale prices of non-food finished goods have shown little change since November, with most of the moderation occurring in consumer rather than producer goods.

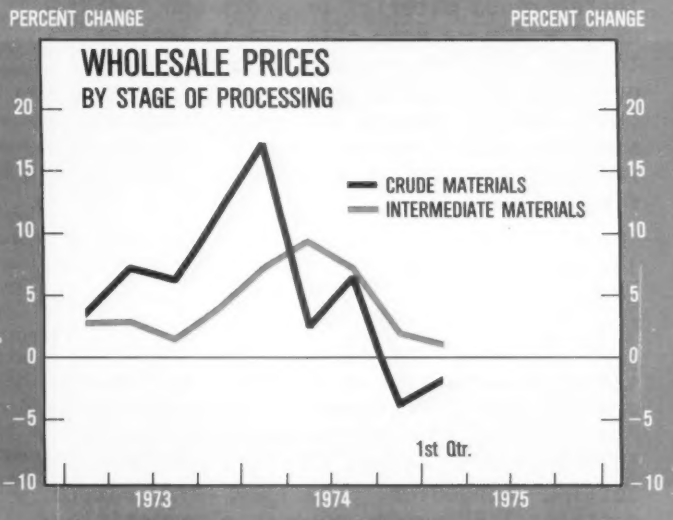
The dominance of the farm sector in the moderation of prices to date is one reason for uncertainty about future price developments. While the outlook is generally favorable for continued increases in supplies of agricultural products, especially grains and other crops, the picture can be altered quickly by weather and other uncontrollable factors. Furthermore, only a small proportion of the declines in wholesale food prices have shown up at retail—an indication, perhaps, of the influence of rising costs in processing, transporting, and merchandising food to the consumer.

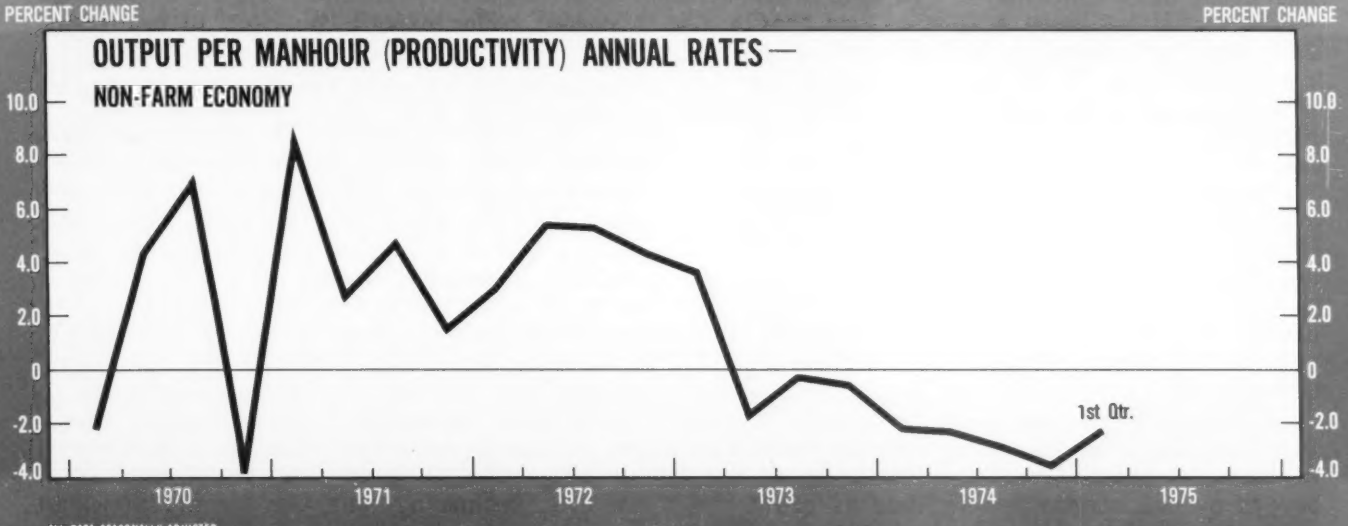
The magnitude of increases of labor compensation may be the single most important determinant in the pattern of prices in 1976. Many wage earners, with memories of two consecutive years of extremely rapid rises in prices, may continue to demand wage increases that are substantially greater than increases in productivity and are large in relation to more recent price trends.

The outlook for further improvement in inflation is generally favorable, however, for both the remainder of 1975 and 1976, partly because of the absence of some of the adverse factors that sent prices upward in 1973 and 1974. There will be no releases of pent-up price pressures following the removal of price controls since the economy is now generally control-free except for some petroleum products. In addition, most shortages that resulted from controls have now disappeared during the current period of slack demand. Furthermore, the producers of materials formerly in short supply are those who are now investing most heavily in new facilities. No devaluations of the dollar are in sight since U.S. currency generally is adjusted on a daily basis under the present international monetary system. Some of the inflationary psychology appears to have dissipated.

Finally, substantial rises in productivity in the non-farm economy usually accompany a recovery in output. This would contrast sharply with the previous eight consecutive quarters of decline. Therefore, increased productivity is likely to be a substantial offset to large wage increases thereby restraining unit labor costs.







ALL DATA SEASONALLY ADJUSTED

Newsmemo

President Ford was, in effect, addressing Commerce Today's readers when he gave new Commerce Secretary Morton the charge: "It is up to you and your Department--along with the business community--to get the facts to the people, to re-sell Americans on the most productive and most responsive economic system the world has ever seen. It will also be your task to help restore the confidence of the business community in government and public confidence in the business world."

This is not an easy task, in the President's view. "Let's not kid ourselves. Despite the enormous material progress and individual freedom we have attained in America through the free enterprise system, confidence in the system is today considerably lower than it should be. One reason is inadequate education and lack of understanding...we have tended to take it (the system) for granted."

The package of the future for the soft drink of tomorrow. That's the introduction that the 7-Up bottlers of the Twin Cities area in Minnesota are placing on their new liter-size returnable bottles. A high degree of metric awareness in Minneapolis-St. Paul led the company to pick that area as the first U.S. target for this precedent-setting changeover. The liter-size bottle contains 1.82 ounces more than competitive quart (32 oz.) containers. In retail inventories it replaces a 28 oz. 7-Up bottle. Consumers are being invited to "think metric" while they "drink metric" and to consider the new bottle as "a quart and a liter bit more."

The downturn in the U.S. and world economies has not dampened the enthusiasm for a major U.S. presence at this year's Paris Air Show. The May 30-June 8 event at Le Bourget airport will have a U.S. Pavilion packed with 68 companies' wares covering the full spectrum of aerospace equipment. Commerce officials who have organized the Pavilion displays have been particularly impressed by the interest of new-to-market firms. The products being offered to world buyers by U.S. companies include aircraft and support equipment, engines, airframes, avionics items, components, fasteners and fittings, materials and accessories.

Labor cost advantages of our Japanese competitors are narrowing. Note what has happened in steel (a benchmark industry in the entire Japanese economy). The Japanese steel unions recently agreed on a wage settlement that means an average 14.8 percent increase this year. Last year the steelworkers won a 26.4 percent increase. Observers now believe that the cost of making steel in Japan is only slightly lower than that in the U.S.

Swinomish, Pine Ridge, Navajo, Alaska, Zuni, Ute, Passamaquoddy, Cherokee. To the members of 700 hobby-cultural clubs in West Germany, these tribal names have become highly familiar. Capitalizing on such interest, the Commerce Department will hold a trade show of Indian arts and crafts at the U.S. Trade Center in Frankfurt May 24-June 1. German and European merchants who deal with retail outlets form the target audience. "We chose Germany for this first American Indian trade fair," explains a Commerce official, "because of the great interest there in our native cultures." Expected upshot is an important new market for the eight tribes' jewelry, pottery, apparel, wood products, paintings and even canned fish.

A recent major export contract in telecommunications equipment has particular significance because of the recent imbalances in trade in that U.S. industry. Iran's $500 million award to General Telephone and Electronics Corp. can help swing the export-import picture in telephone-telegraph equipment into the black for the first time since 1971. A 1968 FCC decision that opened up a phone interconnect market in the U.S. led to major efforts by foreign producers. The impact of foreign penetration into sales of private branch phone interchanges and keying systems was felt by 1971 with sizable influxes from Japan and Canada especially. The trend continued in 1972-74, although currency shifts, foreign price increases and new U.S. technology cut the deficit somewhat.

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World Traders Will Put Current Concerns Under Public Scrutiny

New U.S. Trade Act—Multilateral negotiations—Import preferences for developing nations—Shifts in dollar valuations—Job impact of imports—Recycling of petrodollars—Multinational corporation activities—Export expansion—Foreign investment in the U.S.—Energy costs and the balance of payments.

Business executives, federal and state officials, legislators, agricultural and labor leaders who are closely and continually occupied with these subjects will have the opportunity this month to demonstrate that they have a direct bearing on the daily lives of every American citizen.

All across the country audiences from the general community will gather in the May 18-24 period—the 49th observance of World Trade Week—to hear how the current American commercial relationships with the rest of the world affect the U.S. domestic economy and vital national interests.

Setting the keynote for the week's events will be the words of President Ford in his trade week proclamation that "World trade joins nations in peaceful and creative partnership. It has greater significance today than ever before."

Speakers from the U.S. Department of Commerce will be featured at several World Trade Week gatherings. Under Secretary John K. Tabor will be the main speaker at the 11th Wisconsin World Trade Conference in Milwaukee; Tilton Dobbin, Assistant Secretary for Domestic and International Business, will keynote Seattle's 1st World Trade Conference; Charles W. Hostler, Deputy Assistant Secretary for International Business, is scheduled to deliver the keynote address at the 4th Annual Governor's Conference in Cedar Falls, Iowa.

(Exact dates and places of most events noted in this article are listed on page 32.)

World Trade Week observances include a number of major regional conferences. Among them are the Second International Trade Conference of the Southwest in Dallas; the 19th Tri-City World Trade Conference at Rochester, with participation of Buffalo and Syracuse; Philadelphia's Fifth International Seminar and Exhibition of Delaware Valley, U.S.A.; and the Ohio Valley International Trade Conference, in the Cincinnati area.

Some cities are planning special events. Cleveland's first World Trade Show will convert the city into an international fair, with ethnic dancers, entertainers, foods and exhibits. Cleveland's World Trade Week will begin with a parade, and streets will be decorated for the occasion. Connecticut is opening its "E Award Hall of Fame" with its first "Exporter of the Year" award at Bridgeport. New York's District Export Council will announce winners of a high school essay contest on "Why Must We Export".

Conferring of the Presidential "E" Award for export excellence is a part of the trade week observance in Rochester, where Upson Tools Inc. will be honored; in Los Angeles, where Superior Industries gets an "E" flag; and in Atlanta, where the Georgia Department of Community Development will be awarded an "E" for export service.

In the New York area, Arthur T. Downey of Commerce's Bureau of East-West Trade will speak at a World Trade Day program sponsored by the World Trade Club of Long Island, following a trade exposition featuring displays from many countries at Hempstead, L.I. New York will also feature a World Trade Day luncheon with former Treasury Secretary John Connally as speaker, and a Maritime Day program there will be highlighted by a parade around the Battery.

New Jersey's 8th World Trade Conference, at Paramus, will consist of panel segments, and will feature opportunities and problems in dealing with Latin America. This year's conference will also have a display of an array of both domestic and international products and services.

Guest speaker at the Connecticut District Export Council World Trade Week dinner will be Charles E. Lord, President of Hartford National Bank and Trust Co. and Director and Chairman of Allied Bank International. The "E Award Hall of Fame" that will highlight this year's affair will consist of individual photographic displays of Connecticut "E" companies' exported products plus appropriate brochures. Meanwhile, "Careers in International Business," co-sponsored by the Universities of Connecticut and Hartford and Quinnipiac College, at Quinnipiac, will attract high school juniors and seniors and college undergraduates. Panelists will be drawn from the senior executive level of major corporations and representatives of the U.S. Department of Commerce.

Peter B. Hale of the Commerce Action Group for the Near East will speak at the Upstate New York Regional Near East Trade Conference in Rochester. The 19th Tri-City World Trade Conference at Rochester will feature Clarence Clyde Ferguson, Jr., U.S. Representative to the U.N. Economic and Social Council, as dinner speaker. The May issue of *Greater Rochester Magazine* of the Rochester Chamber is being dedicated to world trade.

Wide range of activities

Boston is taking "A Regional Approach to Export Expansion and the Attraction of Plant Investment." That's the theme of an International Center of New England seminar to be addressed by a panel chaired by Arthur Ristau, Planning Director for Vermont. Maritime Day will be celebrated in Boston by a luncheon sponsored by the Propeller Club; Richard Treadway, Commerce's District Director in Boston, is general chairman. Another Propeller Club, in Baltimore, is planning a special dinner function in honor of Maritime Day.

The Pittsburgh District Office and Airport Area Chamber of Commerce are co-sponsoring a seminar on "Credit and Collection for Smaller Manufacturers;" an official of the U.S. Export-Import Bank will speak on Exim's services to smaller exporters.

Philadelphia's Committee for World

President On World Trade Week

President Ford has called upon Americans to observe the week beginning May 18 by "participating with the business community and all levels of government in activities that emphasize the importance of world trade to the United States economy and to our relations with other nations." The President added these observations:

America approaches the 200th anniversary of national independence at a time when events at home and abroad demonstrate the interdependence of the community of nations.

Interdependence and its impact on all Americans is particularly apparent in world trade.

Through world trade, Americans expand with others the flow of goods and services to all peoples and enhance the economic well-being of all countries. In so doing, we recommit the United States to an open world economic order and reconfirm our pledge to international peace and understanding.

The Congress of the United States underscored America's dedication to more free and fair international commerce with passage of the Trade Act of 1974. That act enables us to move toward multilateral negotiations that will open the way to improved access to foreign markets for American goods and to vital raw materials.

In the face of economic stress at home, more exports mean more jobs for Americans, more purchasing power for America's consumers and more business for our manufacturers. Exports help us meet the swiftly rising cost of the energy we consume. They are the source of equilibrium in our balance of payments.

World trade joins nations in peaceful and creative partnership. It has greater significance today than ever before.

Trade Week and the World Trade Association are co-sponsoring the 5th International Seminar and Exhibition of Delaware Valley, U.S.A., featuring morning and afternoon seminar sessions and a National Maritime Day luncheon. On the same day, the World Trade Association is planning a breakfast that will feature a seminar on "Trade With Africa" and a talk by Stanley J. Sumlin, President, Sumlin & Assoc., Nairobi, Kenya, titled "A Black Businessman's Perspective on Trade With Africa."

The Ohio Valley International Trade Conference will be hosted this year by the Cincinnati World Trade Club and held across the river in Covington, Ky. The World Trade Clubs of Dayton, Columbus, Louisville and Indianapolis, along with the Commerce District Office in Cincinnati, Kentuckiana World Commerce Council and Kentucky Department of Commerce, are co-sponsoring the conference.

At Cleveland's World Trade Show, Japan's Ambassador to the United States and Guy F. Tozzoli, Director of the New York World Trade Center, will be featured speakers. The show will contain exhibits from foreign countries as well as from manufacturers in Ohio and surrounding states. Each day there will be seminars on such subjects as "Japan as a Trading Partner", Global Marketing" and "Documentation."

The World Trade Club of Detroit's monthly meeting will feature a World Trader of the Year award.

In Indiana most of May is taken up with activities in connection with the Indianapolis 500 automobile race. With this in mind the Indiana Consortium of International Activities is sponsoring an "Indianapolis International Fortnight," a series of international activities currently being presented by various groups and organizations in the Indianapolis area.

The St. Louis World Trade Club will present its annual International Trade Award to an individual in the local community recognizing outstanding contribution during 1974. The Chamber of Commerce of St. Louis will publish a world trade issue of its monthly magazine, with articles by U.S. Department of Commerce officials and others involved in international trade. A poster contest among St. Louis area schools, with Savings Bonds being awarded to winners, is being sponsored by the World Trade Week Committee.

The Wichita Chamber of Commerce, and Nebraska Chapter of the Kansas City District Export Council, in cooperation with the Midwest International Trade Association, are currently sponsoring documentation seminars that will be concluded with banquets commemorating World Trade Week.

George H. Payne, Director of Commerce's Kansas City District Office, will give an export presentation to the Midwest Chamber of Commerce's Executive Regional Conference in Sioux Falls, S.D. Articles prepared by the Kansas City District Office, on exporting and the observance of World Trade Week, will be carried in newspapers in Wichita, Kansas City, Omaha, Sioux Falls, and Bismarck.

World Trade Day in Minnesota will begin with a breakfast sponsored by the North Central Credit and Financial Management Association, followed by a panel discussion on "Political, Monetary and Economic Conditions in Major World Markets." The panel will be moderated by Edward B. Wilson, Vice President and General Manager, International Operations, Pillsbury Co.; Clarence S. Siegel, Assistant Director of International Economic and Political Research in the U.S. Department of Commerce, will be among the panelists. The World Affairs Center of the University of Minnesota will sponsor Korean Day with a program that will include George Dayton, the Honorary Consul for Korea in Minneapolis. Also in Minneapolis, a reception and cocktail party will be hosted by the National Maritime Council.

Milwaukee, in addition to the 11th Wisconsin World Trade Conference noted earlier, will observe World Trade Week with a Port of Milwaukee reception and open house.

The Governor's Conference in Cedar Falls, Iowa, is sponsored by the Iowa Development Commission, Iowa District Export Council, Waterloo and Cedar Falls Chambers of Commerce and Des Moines Commerce District Office. At this session, in addition to Commerce Deputy Assistant Secretary Hostler, who was noted earlier and will discuss "Export Expansion—Benefits to our Country", speakers include Rex Sebastian, Dresser Industries; R. W. Fischer, Soypor International; and Russell Baker, Baker & McKenzie.

Moving further west, ten organizations are sponsoring a World Trade Week seminar in Denver on "Understanding and Selling the Middle East Market"; featured speaker will be Tom Gibson, President, International Division, Gates Rubber Co. Concurrent seminars will feature representatives from the local international banking community.

World Trade Week in Utah will be highlighted by a conference and banquet at the University of Utah sponsored by the Utah District Export Council, World Trade Association of Utah, and Commerce District Office in Salt Lake City.

Seattle is holding a pre-World Trade Week seminar. It will include the city's 1st World Trade Conference, as previously noted.

Portland, Ore., will be the site for a conference on trade with the Soviet Union. The Governor's "Exporter of the Year Award" will be presented at a Chamber of Commerce luncheon, and the Propeller and Rotary clubs will hold meetings.

The Oakland Museum Association will sponsor a Salute to the Maritime Industry in Oakland, including a tour of the Port of Oakland, a containership tour and dinner at the Oakland Museum. The Transportation Committee of the Oakland Chamber of Commerce will sponsor

EXPORT EXPANSION IS THE FOCUS—*Events across the country during World Trade Week will have the same objective as the meetings pictured above, a series of workshops that drew more than 400 businessmen in five Michigan cities. Sponsors were the Michigan District Export Council, the Michigan Department of Commerce and University of Michigan's Institute for International Commerce.*

a seminar on "Problems and Solutions in Standardization of Documents and Cargo Handling in Port Terminals." The area's Propeller Club has scheduled several events during World Trade Week, with a highlight luncheon to celebrate National Maritime Day, while the San Francisco Chamber of Commerce will present a symposium on current aspects of the Trade Reform Act.

Events planned for Los Angeles include the 7th annual seminar of the Export Managers' Association; Los Angeles Breakfast Club World Trade Week meeting; Propeller Club luncheon; and Foreign Trade Association luncheon.

The Arizona World Trade Association is planning its sixth annual Awards Banquet during World Trade Week. Outstanding exporters from large and small business will be honored. Governor Raul H. Castro of Arizona, former Ambassador to El Salvador and Bolivia, will accept a special award for his contributions to international understanding and good will.

Dallas' Second International Trade Conference of the Southwest is sponsored by the Central Region Export Council, Southern Methodist University, Commerce's Dallas Regional Office, Fort Worth Chamber of Commerce, Dallas Chamber of Commerce and other trade organizations in the Southwest.

The Arkansas Exporters Roundtable will sponsor a conference during World Trade Week in Little Rock. In neighboring Oklahoma, Oklahoma City's Chamber of Commerce and Oklahoma City University will sponsor a World Trade Conference at the University.

Further South, the Mississippi Marketing Council, U.S. Department of Agriculture and Alabama-Mississippi District Export Council are planning a World Trade Evening seminar on "Doing Business With Mexico" and banquet in Biloxi, Miss. Huntsville, Ala., will be the site for a dinner meeting sponsored by the Alabama World Trade Association and International Trade Committee of Huntsville Chamber of Commerce. At Mobile, a National Maritime Day luncheon, evening reception and banquet will be held by the Mobile Chapter of Propeller Club of America, Alabama-Mississippi Export Council and Alabama World Trade Association. Speaker Paul Hall, an Alabaman who is President of the Seafarers' International Union, will be introduced by Howard F. Casey, Deputy Assistant Secretary of Commerce for Maritime Affairs. Theme of a seminar in Birmingham will be "Export—It Makes the Difference". The Alabama Development Office will feature World Trade Week in the May issue of *Alabama Development News.*

Atlanta will launch World Trade Week with a seminar on East-West Trade sponsored by the Atlanta District Export Council. Senator Herman Talmadge will be luncheon speaker, and Arthur T. Downey, Deputy Assistant Secretary of Commerce's Bureau of East-West Trade, will be one of the principal seminar participants. Later in World Trade Week the Georgia International Trade Association will discuss international trade during a luncheon observance.

Also in Atlanta during the Week, George T. Norton, Jr., of Commerce's Atlanta District Office, will offer a presentation of Commerce Department services at a meeting sponsored by the Southern Council for Invention and Innovation. Speaking at an Augusta, Ga., World Trade Week luncheon sponsored by the Savannah District Export Council, Greater Augusta Area Chamber of Commerce and Commerce Savannah District Office, will be Norris Lynch, Director of the Consumer Goods and Service Division of the Bureau of Domestic Commerce.

At New Orleans there will be a Mexico-Mississippi trade seminar—"Getting to Know You"—in the Mississippi Marketing Council's quarters at the International Trade Center. A New Orleans District Export Council member, Harold A. Willett, will appear as featured speaker before a meeting of that city's World Trade Club. Also, an exhibit of products of international sales offices in Louisiana is planned.

The Florida Council for International Development will center its observance around a Governor's Conference on World Trade in Tampa.

Secretary of Agriculture Earl Butz will be in North Carolina during World Trade Week to speak at the annual meeting of the state's World Trade Association in Winston-Salem. A District Export Council session will be held as a part of that meeting.

"Expanding Your World Trade Opportunities" is the theme of the South Carolina International Trade Conference scheduled in Charleston. Conference chairman Charles A. Marsh reports that the meeting will focus on Brazil, South Africa and Taiwan, featuring key representatives of those developing areas. Yancey S. Gilkerson, president of Textile Hall Corp. in Greenville, S.C., will serve as honorary chairman.

Chattanooga will be the site for a number of World Trade Week events: a Chattanooga Engineers Club luncheon; Commerce Department Export Workshop sponsored by the World Trade Council of the Chattanooga Chamber of Commerce and Commerce's Memphis District Office; Rotary Club luncheon; and a dinner meeting of the World Trade Council of the Chattanooga Chamber of Commerce. The latter organization has also arranged for two television programs on world trade, one featuring Memphis District Office Trade Specialist Theron J. Rice, Jr. World Trade Week luncheons will be held by the Downtown Kiwanis Club of Knoxville and Downtown Lions Club of Nashville, and the Memphis World Trade Club will meet.

Technology Gains Seen Crucial To Growing U.S. Maritime Role

The crucial role of technology in reducing operating costs of the U.S. maritime industry, and a possible vast increase in the nation's merchant marine if full use is made of technological advantages, are emphasized in a recent report to Commerce's Maritime Administration.

The study group forecast a massive increase in ocean shipping in the next 25 years in response to rising demand, and placed particular stress on research and development as a means of producing the technology which would enable the U.S. merchant marine to share a far greater part of this trade.

The group commented that U.S. shippers and shipbuilders "are now experiencing significantly improved opportunities" as a result of the national maritime policy set forth in the 1970 Merchant Marine Act.

"U.S. marine transportation systems," the group said, "should consider the utilization of technological advances over the next decade to complement the improved general environment created by helpful marine legislation, tax benefits, and financing."

FUTURE PAYOFF—*New cargo-handling techniques can play a major role in increasing the U.S. share of world cargo shipping, and technology will play a vital role in developing them.*

Top economic payoffs

The study found that improved cargo handling systems, particularly for containerships and neo-bulk carriers, would provide the greatest economic payoffs for the U.S. shipping industry. Neo-bulk commodities are those normally classified as general cargo which have developed to such volume on one or more routes that their most efficient transport requires specialized, unscheduled vessels. Examples are lumber, iron & steel scrap, pulp and paper, sugar, fruit, sulfur and autos.

The report to Maritime suggests that research and development projects in this area center on developing: offshore bulk liquid cargo feeder systems; a management information system for automatic inventory and documentation control of cargo; improved dockside container marshaling systems; economical oil-spill prevention and cleanup systems; automatic storage and securing systems for palletized and roll-on-roll-off cargoes; and dockside cargo equipment capable of simultaneously handling four, six, or eight 40-foot containers.

The group added, however, that a favorable technological environment is not a sufficient factor to produce progress if the economic, social, political, and ecological environments are not also favorable.

The report, which is the result of a two-year study, was prepared by United Aircraft Research Laboratories (UARL) under contract with the Maritime Administration. UARL selected four other companies to assist in the work in various fields: Bath Iron Works; J. J. McMullen Associates; Hovermarine, Inc., and The Futures Group. The study team was augmented by an Advisory Council consisting of top management from shipping companies, university professors, and expert consultants.

Entitled "U.S. Ocean Shipping Technology Forecast and Assessment." the five-volume report concludes that advances in technology and success in greatly increased U.S. penetration of the ocean shipping market require a number of policy-level actions on the part of the Federal Government. It suggests that, assuming favorable policy-level actions, the U.S. share of the market could increase from about 7 percent at present to 20 to 30 percent in 1980 and 30 to 40 percent by 1990.

Options listed

Leading options for policy-level action by the Federal Government were listed: research and development activity in government facilities or research and development support to industry; regulation of labor practices, although this was not considered "socially acceptable" in the the United States now; agreements with foreign governments or foreign organizations; subsidies to shipbuilders, ship operators, or port authorities; and direct involvement of the Federal Government to stimulate industry activity in market studies, demonstrations, development of "standard" designs, and the like.

The report recommends:

—To foster the growth of the U.S. merchant marine and shipbuilding industry, the subsidy program for construction should be continued.

—Maritime research and development should be greatly expanded, with emphasis on improving ship construction techniques and cargo handling systems for containerships and neo-bulk carriers, which are likely to become a factor in U.S. market penetration. As part of this program, a special effort should be made to identify novel, market-oriented shipping system opportunities, and the relevant technologies.

—An aggressive policy of education for important interest groups should be pursued as to the importance of the future growth of the maritime industry.

—Follow-on studies to provide better definition of direct and indirect costs involved in developing and utilizing advanced technology.

—More detailed analyses of benefits and constraints of economic, ecological, social and political environments, includ-

ing: financial problems and opportunities, direct and indirect financial benefits of the maritime technology in seafaring and shipyard labor; and problems associated with the import and export of maritime technology.

Among its major conclusions, the study group said that technology improvements for the ocean shipping industry could be categorized as innovative or evolutionary. While innovative, market-oriented technology, such as in liquefied natural gas carriers, and arctic bulk carriers, can have a far greater impact than evolutionary technology, the group added, the latter can be applied to the great mass of maritime activity.

Evolutionary technology improvements within the major sectors of the U.S. ocean shipping industry, the group said, can make the difference between profit and loss under present operating differential subsidy, but play a secondary role by comparison with the effects of other actions, namely, construction differential subsidies and financing policies.

These advances, the report said, have the greatest beneficial economic impact on ultra-large bulk carriers (ULCC), a slightly less impact on containerships, and the least impact on neo-bulk ships.

Of the technological factors considered, advances in cargo-handling technology have the greatest overall impact, particularly for containerships and neo-bulk vessels. Improvements in shipbuilding techniques which reduce shipyard labor are the most influential factors for tankers and are next most important for containerships and neo-bulk vessels, the report found. Also important for all shipping systems are propulsion improvements . . . and reductions in steel weight.

High projected costs

Increased shipboard automation to reduce crew sizes does not appear beneficial because of the high projected cost of automation, the report states. Esoteric technology (submersibles, hydrofoils, surface-effect ships) may become competitive in the 1990s, but the market for these ships is expected to be relatively small.

The major sociological impact of improved technology in the shipping and shipbuilding industries is on the labor force, where fewer man-hours need be expended per unit of value in both shipbuilding and operation. However, by achieving the possible expansion by implementing improved technology and other measures, there will be an increased demand for labor, particularly in higher skill levels, and higher wages and improved fringe benefits are envisioned throughout the industry, the report concludes.

Although it is likely that increased labor productivity and automation will probably result in smaller crews, the report finds that the consequent reduction in the labor fraction of total operating expenses will not moderate the rising cost trend, because the high cost of automation will largely negate the direct economic benefits of these reductions.

In the important area of cargo handling, the continued increase in longshoreman's wages can be compensated by increasing cargo-handling productivity. The report projects that technological improvements in this area should increase cargo-handling labor productivity, in terms of long tons divided by wages, from a value of about 10 in 1970 to about 17 in the 1990-2000 time period.

The fundamental labor problem to be introduced by advanced technology is the greater productivity and capital-intensiveness of advanced ships and shipyards. If these occurred with a constant business, the implication would be loss of jobs. However, the key to acceptance of high technology by labor is the fact that it will increase the demand for labor's services, in the report's view.

The relevant social policies concern the regulation, or lack thereof, of labor practices affecting the maritime industry. In the past, some arbitrary restrictive labor practices, such as the 50-mile container repacking rule and the use of excessive cargo-handling crews, have been a serious detriment to the growth of the U.S. maritime industry. Solutions to these probelms must be found by socially acceptable means, such as labor-management negotiations. Technology by itself cannot solve them, the report concludes.

Major systems' outlook

Evidence of the rising demand for ocean-shipping service is contained in the report's forecasts of the future tonnage increase in the four different carrier systems: bulk cargo, neo-bulk cargo, general cargo, and express cargo.

Bulk Cargo—Ultra-Large Crude Carriers: The forecast as to the cargo demand for these carriers is confined to the projected import requirements for crude oil. By the year 2000, the import requirements could increase substantially, but "this projection could be significantly altered after 1985 if the United States actually strives for energy independence . . ."

At present, the study group explained, a ton of oil must be transported an average 6,500 nautical miles, but by the year 2000 this will increase to more than

AUTOMATION PAUSE—*Increased shipboard automation to reduce crew sizes does not seem likely, if the recommendations of a recent report to the Maritime Administration are followed. The benefits do not outweigh the expense, according to the report. Above, control panel of an automated engine room in a U.S. merchant ship.*

PUTTING THEM TOGETHER—*To foster the continued growth of the U.S. maritime industry, to the point where it could possibly capture as much as 40 percent of the ocean shipping market by 1990, the report calls for continuance of the construction subsidy program.*

10,000 nautical miles. By calculating the average sea lift, total capacity required for crude oil transport in the year 2000 exceeds 100 million deadweight tons (d.w.t.).

In 1950, bulk carriers had about three men per d.w.t. By 1990 this ratio is projected to reach one-tenth or less. The speed of ultra-large crude carriers will average about 16 knots, with the maximum reaching about 20 knots, and power requirements will range from 70,000 to about 120,000 shaft horsepower by 2000. The drafts of the largest vessels will be limited to about 90 feet, consistent with planned off-shore terminals.

By 1985, gas turbines will be more attractive than steam systems for ultra-large carriers, based on required freight rates, even allowing for costs of onboard fuel treatment to permit use of intermediate-grade fuels.

Bulk Cargo—Liquid Natural Gas Carriers: Liquid natural gas (LNG) is an extremely rapid-growing liquid bulk commodity. The projection of U.S. imports of LNG to the year 2000 ranges from a low limit of 38 million tons to 100 million tons. The lower limit will require a total capacity of 3 million tons, and the upper limit 8 million tons.

LNG vessels will be the fastest of the bulk carriers, with speeds approaching 20 knots, and installed power approaching 50,000 shaft horsepower. Gas turbines are prime candidates for propelling the LNG carrier.

Bulk Cargo-Feeder Tankers: It may be advantageous to build future feeder tankers under 70,000 tons to take advantage of the segregated clean ballast regulation of the Intergovernmental Maritime Consultative Organization (IMCO) which currently applies only to vessels of 70,000 tons or more.

To maintain access to coastal refineries and tank farms, their draft should be limited to 39 feet. The projected 1985 power plant capabilities indicate that the gas turbine feeder will have the lowest capital cost and the highest required freight rate.

Bulk Cargo—Dry Bulk Carriers: The average size of the dry-bulk carriers on order will increase from 60,000 tons to 120,000 tons by 2000. The maximum draft will approach 80 feet and speeds will come close to 20 knots. The crew size per 1000 d.w.t. will decrease from a present value of one-half to one-tenth. The productivity will increase significantly.

Neo-Bulk Cargo: Total U.S. imports and exports in this category are projected to increase from about 63 million long tons to 116 million long tons by 2000, requiring a total capacity of about 12 million d.w.t. The neo-bulk vessels will have speeds of up to 18 knots and will vary considerably in size, depending on the type of cargo, routes, and cargo demand. Drafts of these vessels will not increase appreciably, since they must negotiate ports which will undergo little increase in depth.

Neo-bulk vessels must stress improvements in cargo handling rates and reduction in specific fuel consumption. For a 70,000-ton timber carrier, it is expected that the time required to handle cargo will be cut in about half, resulting in a 7 percent reduction in required freight rates.

General Cargo: At present 63 percent of general cargo traffic consists of imports while the projection to the year 2000 indicates that this figure will be reduced to 55 percent. The demand for some general-cargo commodities will increase to a point where they will be classed as neo-bulk. The high-value commodities will become part of the express cargo market. Yet the general cargo trade will flourish to such an extent that by 2000 the total capacity requirement will approach 700 million tons.

Express Cargo: Since express cargo is high-valued and of relatively small lot size, the express marine vehicle should be small and fast. For long-distance transoceanic shipment of express cargo, it will be difficult for surface ships to penetrate the air cargo market. But for short to medium distances, an express ocean system would make sense.

Domestic Waterborne Commerce: For the U.S. coastal traffic, it is expected that 100 million tons will be added by 1980. In addition, internal traffic has been growing at a rate of 4.5 percent and is expected to continue. By 2000, the total domestic waterborne commerce should build up to about 1.3 billion tons. If a significant part of this market is in high-valued goods, an express cargo system based on surface effect ships or fast, small-displacement hull ships would become a competitive transport system.

"With the continuing rise in demand for ocean shipping," the study group concluded, "and the adoption of technology which permits improved productivity without compensating increases in operational and capital costs, the U.S. shipping industry will grow substantially over the coming decades."

U.S. Trade Moves Into Surplus; Recession Curbs Quarter's Imports

The U.S. foreign trade balance shifted dramatically to a surplus in the first three months of 1975, after recording deficits in each of the preceding three quarters. Exports continued to expand, although at a considerably slower rate than during 1974, while imports registered a sharp decline from the levels in the third and fourth quarters of last year.

Exports, seasonally adjusted and excluding military grant-aid, rose to an annual rate of $107.7 billion in January-March, a 1.5 percent increase from the preceding quarter. Imports, valued on the transactions f.a.s. value basis, fell 8 percent from their fourth quarter 1974 level to a rate of $99.3 billion. Thus, the balance moved to a surplus of $8.4 billion at a yearly rate. When the import values include the cost of insurance and freight to U.S. ports, they totaled $106.8 billion at an annual rate, and the trade surplus was $872 million.

Rising prices continued to be the major factor in the growth of foreign trade values in the first quarter, though, in general, price increases were more moderate than in 1974. All of the expansion in exports consisted of higher prices, as the volume of shipments fell for the third consecutive quarter. Imports also continued to fall in quantity. Purchases from abroad have shown little upward movement in real terms for over two years.

The sharp slowdown in economic activity abroad has had a depressing effect on demand for U.S. exports, reflected in the downturn in volume and slower growth in value since mid-1974. Lower levels of foreign industrial production and scaled-down investment plans in the major countries as a result of economic uncertainty combined to restrain the growth in sales of both industrial materials and capital goods. On the other hand, there was a modest acceleration in deliveries of farm products in the first quarter as world supplies continued relatively tight and export prices quite high.

The sluggishness of U.S. import demand is a direct consequence of the most severe domestic economic recession in the post-World War II period. Declining values for petroleum imports, which reflected a lower volume of oil arrivals due to the economic slump and higher import fees, accounted for much of the drop in total purchases from abroad in January-March.

Nonfarm shipments decline

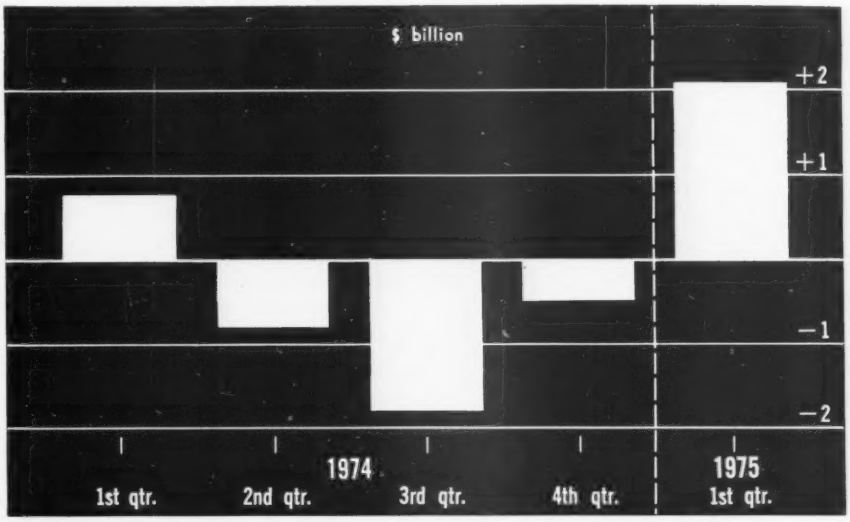
Nonagricultural exports fell marginally in January-March to $20.7 billion. Reflecting stable unit prices and a 5 percent reduction in volume shipped, this small drop continued the slowdown in the growth of nonfarm exports which began in the third quarter of last year and is an indication of reduced demand brought about by depressed economic activity throughout the world. Nevertheless, nonagricultural exports in the first quarter were 25 percent greater in value than in the comparable period a year ago.

Machinery exports, which advanced in value throughout 1974, showed little change in the first quarter, reflecting in part dampened demand as a result of lower business investment abroad. The only sizable increase in value was recorded for machine tool sales. Smaller gains were also noted in deliveries of construction and materials handling equipment, extending last year's steady uptrend in these exports. Shipments of computers and parts, which had leveled off after the first quarter of 1974, fell slightly from the October-December level. Electrical machinery exports as a group were marginally lower, as a fall in shipments of tubes, transistors and semiconductors, mostly for assembly at U.S. foreign subsidiaries, was only partly offset by a rise in deliveries of measuring and controlling instruments.

Reversing gains in all quarters of 1974, exports of motor vehicles and parts fell by $161 million in January-March. Shipments of parts and accessories to Canada for assembly at American subsidiaries slackened due to depressed first quarter U.S. car sales. Exports to Canada of cars and, particularly, trucks fell both in volume and value as sales there also remained sluggish. The outflow of passenger cars and especially of parts to the rest of the world also slowed, though shipments of trucks were sharply higher, particularly to the Near East.

Exports of aircraft and parts dropped

U.S. Trade Balance Reverts To Surplus In First Quarter Of This Year



by 16 percent from October-December, though the $1.5 billion total was higher than that in each of the first three quarters of 1974. The nearly $300 million decrease in January-March occurred as greater sales of jumbo jets were more than offset by reduced deliveries of other large passenger aircraft. Sales of military aircraft and aircraft parts were unchanged.

Largely reflecting a one-fourth increase in volume as a result of the post-strike pickup in deliveries, coal exports rose by 12 percent over the fourth quarter to $952 million. Chemical shipments did not change from the fourth quarter total of $2.3 billion; rises in sales of inorganic compounds and manufactured fertilizers offset declines in exports of organic chemicals and plastic materials. Sales of paper products and textile yarns and fabrics continued a decline which began in the fourth quarter. Shipments of iron and steel mill products as a group also fell. Sales of steel tubes, pipes, and fittings, however, maintained the strong growth which marked all of 1974, resulting in part from continued high levels of petroleum exploration abroad.

In contrast to last year when most of the export rise was in nonagricultural products, farm shipments contributed all of the growth in January-March. These sales, which totaled $6.2 billion, attained the highest quarterly value ever recorded and were 11 percent above the previous three months. Moreover, the rise was wholly attributable to a larger volume of shipments as unit values declined somewhat. Corn and rice exports rose sharply in both value and volume. Soybean deliveries climbed marginally from last year's second half depressed totals but stayed below their early 1974 level; wheat dropped slightly, and cotton also declined.

Oil purchases fall

Imports of petroleum and products dropped sharply in January-March compared with the values recorded in the preceding three quarters. The level was considerably higher than in the first three months of 1974, however, when the impact of the Arab embargo was at its height and prices had not yet peaked.

This year's downturn in oil purchases accounted for nearly half of the decline in the total import value from the fourth quarter 1974 level. These arrivals, at $6 billion seasonally adjusted, fell by $960 million, or 14 percent. After soaring to a record level in January in anticipation of increased import fees imposed on Feb. 1, oil receipts fell precipitously in the following two months. The first quarter decline reflected reduced demand due to economic sluggishness in the economy, high prices, and adequate stocks. The average import price of petroleum and products—$11.59 per barrel in January-March—has remained nearly constant since the first quarter of 1974.

After expanding steadily throughout 1974, mainly because of rising prices, imports of other industrial supplies dropped in the first quarter in response to the deepening of the economic recession here and the attendant cutback in U.S. industrial production. Arrivals of non-ferrous metals fell by more than one-third in value compared with levels in either of the two preceding quarters. The decline reflected relatively high inventories at the end of last year and a reduction in metal prices. Copper arrivals showed the largest drop, falling by more than one-half in January-March after turning downward in the final 1974 quarter.

Following a minor increase in 1974, entries of textile yarns and fabrics declined sharply. Chemical imports also fell, in contrast to the sustained rise throughout last year. Steel purchases edged downward by 4 percent from their exceptionally high fourth quarter level.

In contrast, imports of iron ore advanced strongly for the second consecutive quarter, and receipts of newsprint also climbed, partly due to further price increases and partly to rising volume.

Imports of consumer goods totaled $5.6 billion, a decline of 11 percent from the preceding three months, and the lowest quarterly total in two years. The drop was even more accentuated in quantity terms since unit values rose further.

The continued sluggishness of domestic car sales and high dealer inventories caused imports of new cars and other automotive products from Canada to fall by 18 percent from their fourth quarter 1974 value. Arrivals of cars from abroad, in contrast, increased, though they remained 20 percent below the levels in the first quarter of last year. The number of cars from Germany was nearly halved compared with imports a year earlier, while Japanese autos dropped about 30 percent. Gaining momentum in the first quarter as consumer interest in smaller, more economical cars heightened, sales of these foreign cars accounted for a record 20 percent share of the U.S. market in this period.

Imports of nonautomotive consumer goods fell by about one-tenth from October-December, after rising in each quarter of 1974.

Capital goods entries fall

Capital goods imports fell for the second consecutive quarter, declining 2 percent to a total of $2.8 billion. Most of the drop reflected reduced purchases of machinery which in part reflected a leveling off in U.S. investment expenditures on durable equipment last year. Arrivals of agricultural machinery turned downward after showing big increases in the four preceding quarters. Imports of solid-state electronic components, which fell sharply in the fourth quarter, continued to drop in January-March. Also contributing to the decline in capital goods imports was a one-fifth reduction in entries of trucks from U.S. subsidiaries in Canada.

Imports of foods and beverages, at $2.4 billion, were 8 percent lower than in the preceding quarter, continuing a general downtrend evident since the first quarter of last year. Sugar imports fell sharply but other products — notably coffee, meat, and whiskey — turned upward, reversing the 1974 pattern.

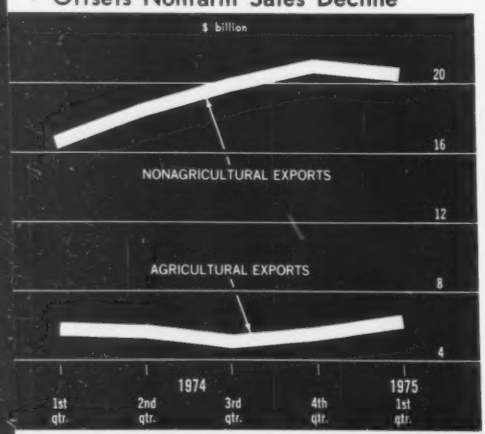
Area balances improve

U.S. balances with all the major areas of the world except Japan improved in the first quarter of 1975, mainly because imports from each region declined from the October-December values. The surplus with the developed countries climbed by $1 billion to a total of $1.8 billion. At the same time, the surplus with the developing countries which do not sell oil nearly doubled to $2.7 billion, while the deficit with oil-exporting LDC's dropped by over $800 million.

The surplus with Western Europe expanded to $2.3 billion, with sales recording a large increase and imports falling moderately. Trade with Canada was nearly in balance; the decrease of 13 percent in imports far exceeded the drop in exports. In contrast, exports to Japan fell more sharply than imports, resulting in a moderately larger U.S. deficit.

Among the developing areas, the growth in the surplus with the non-oil exporters resulted from a large expansion in exports coupled with a sizable decline in imports. Exports to the oil-exporting countries continued to gain briskly, while imports fell. Reversing the downward trend after the first quarter of 1974, the surplus with the socialist countries of Europe and Asia rose considerably.

Agricultural Export Expansion Offsets Nonfarm Sales Decline



Energy Management Digest

CRITIC'S CHOICE...Commerce's Office of Energy Programs has produced two versions of a film entitled, "ENERGY: Critical Choices Ahead" which describes the dimensions of the energy problem in the United States, how energy is used and projections to the year 2000. A publication based on the script of this film has also recently been produced. Copies of the publication and the film may be obtained by writing the Office of Energy Programs, U.S. Department of Commerce, Washington, D.C. 20230. Price of the film is $175 for the expanded version and $125 for the shorter version.

SOLAR EXPO...The newly-formed Solar Energy Industries Association will sponsor its first major event, International Solar Industry EXPO 75, in Washington's Sheraton-Park Hotel May 27-29. Highlights will include a trade and consumer product exhibit, a state-of-the-art conference, extensive briefings on the National Solar Heating and Cooling Demonstration Act, and SEIA's first annual meeting. The Federal Energy Administration and the Energy Research and Development Administration are co-sponsoring the event. Contact SEIA, 1001 Connecticut Ave., N.W., Washington, D.C. 20036 (202-293-1000).

DO IT WITH MIRRORS...Silver-backed mirrors of thin, colorless glass have been developed that reflect a surprising 90 percent of solar energy, the Silver Institute reports. These mirrors, or "heliostats," collect the sun's rays and reflect them to a solar furnace. Each heliostat is curved and focuses the sun's rays on the furnace. The furnace makes steam to spin a generator. The new designs and colorless glass (the color in commercial glass is visible at the edge) produce the highest spectrum reflectivity and make possible the creation of over 17 watts of energy per square foot of heliostat. A proposed 100-megawatt solar station will use 14,720 heliostats of 400 square feet each, for a total of 5,870,000 square feet of silvered mirror.

STORAGE STUDY...The U.S. Energy Research and Development Administration (ERDA) is sponsoring a 12-month study of energy storage systems in New Jersey. Directed by Public Service Electric and Gas Company of New Jersey and the Battelle Memorial Institute, the study will evaluate batteries, hydrogen storage, compressed air, and heat storage systems.

HOLD THAT HELIUM...ERDA has recommended a national policy to conserve helium, an inert gas found in natural gas which will be essential as a coolant for nuclear fusion power plants and for superconducting energy storage systems. ERDA feels that present usage for welding, basic research and many aerospace applications could exhaust helium supplies by the year 2000, thus jeopardizing the development of these new energy systems. Helium also exists in very small concentrations in the atmosphere, but the energy needed to extract it is at least 1000 times greater than to extract it from natural gas, and the dollar cost is projected to be 350-700 times more. Ultimately, the report says, helium will have to be obtained from the atmosphere. However, adoption of the proposed recommendations should enable the nation to defer use of that source until substantial energy-efficient technologies not requiring helium have been developed.

PENNSYLVANIA NUCLEAR HEARING...The Atomic Safety and Licensing Board has scheduled a hearing on a license application for the Beaver Valley Nuclear Power Station at Shippingport, Pa. The hearing will begin at 9 a.m., May 13 in Courtroom No. 2 on the eighth floor of the U.S. Post Office and Courthouse in Pittsburgh.

NEW CAR STICKERS...FEA is checking the effectiveness of labeling new cars with gas mileage stickers. The three-month study will pinpoint strengths and weaknesses in the present voluntary labeling system. Under the existing program, General Motors and Ford place an FEA/EPA-designed sticker on the window of each car as it comes off the assembly line. The sticker shows prospective buyers the fuel mileage they can expect from that particular model. Chrysler products are labeled with the company's own sticker. To ensure objectivity, an independent firm will direct the study.

Project Assesses Deep-Sea Mining's Probable Impact On Marine Environment

An intensive study of the first Pacific Ocean site to be identified for commercial deep sea mining is now under way by scientists with Commerce's National Oceanic and Atmospheric Administration.

The NOAA study is part of a major Commerce effort to assess the pre-mining environment of selected areas and predict the environmental effects of deep ocean mining. The 15,000-square-mile (40,000-square-kilometer) research site—identified by U.S. marine mining interests as a desirable mining site—is part of a manganese nodule zone that covers a broad band of the Pacific Ocean floor. Manganese nodules rich in manganese, nickel, copper and cobalt cover large areas of the ocean floor, scattered atop the sediments like chocolate sprinkles on a cake.

The environmental effects of deep ocean mining are far from well known, but they will include stirring up sediments and disturbing bottom life, and possibly resurrecting long dormant spores, with unpredictable consequences.

Some deep-sea mining systems would bring large quantities of bottom water and some sediments to the surface; all would stir up clouds of sediment near the bottom. How would these foreign materials disperse, and what effects would they have on the character of the waters and on life forms?

A team of scientists aboard the NOAA research vessel *Oceanographer* departed from Seattle in mid-April for the site which is about halfway between Hawaii and Central America.

Floating laboratory

The *Oceanographer*, a sophisticated floating laboratory built especially for deep ocean surveys and research, is operated by NOAA's National Ocean Survey. The first phase in OAA's Deep Ocean Mining Environmental Study (DOMES) is a series of baseline studies to determine the pre-mining condition of possible mining sites. This spring's expedition is the second DOMES baseline study; last year researchers focused on an area 1,500 nautical miles (2,800 kilometers) from this year's site, and more baseline studies are planned for other areas.

The DOMES researchers measure such characteristics as salinity, temperature, amounts of dissolved oxygen, sediment geology, phytoplankton productivity, nutrients, and trace metals at many different stations in the study area. More than a ton of the nodules themselves were collected during last year's operation.

The DOMES project is supervised by NOAA's Marine Ecosystems Analysis Program Office, part of the Environmental Research Laboratories headquartered in Boulder, Colorado.

A dozen scientists are subjecting the area to 26 days of geological, chemical, physical, and biological scrutiny.

The research site was selected in part because some data have already been collected there and partly because, as DOMES project head John Padan puts it, "It's the first site that has actually been identified as a potential mining site." As such, it offers a valuable opportunity to study, in its natural state, the type of marine environment where industry may eventually conduct mining operations.

Industrial testing and prototype mining operations could begin at such a site within a few years.

Many other projects

In addition to the DOMES projects there are many other facets of Commerce's oceanic activity. The *Oceanographer* is only one of the NOAA fleet of 25 vessels which recently launched its new season of ocean investigations ranging from a study of the environmental effects of oil exploration and development in Alaskan waters to searching for commercial shrimp off the Brazilian coast.

In between, these vessels will also search for sunken wrecks, study the spawning of herring, assess the environmental effects of deep sea mining of manganese nodules, chart coastal waters and analyze the Atlantic seabed.

They comprise the fleet of Commerce's National Oceanic and Atmospheric Administration. The NOAA Fleet is manned by 1,139 officers, scientists, technicians and crew. Its ships range in size from a 73-foot, 125-ton fisheries research vessel to a 303-foot, 3,959-ton deep sea oceanographic floating laboratory.

Five of NOAA's ships are carrying out environmental impact studies in potentially oil-rich waters of the Gulf of Alaska and the Bering and Beaufort seas. They are making in-depth studies of the environmental impact of the exploration and development of oil and gas resources in these sub-Arctic and Arctic waters.

Eight ships will conduct nautical charting surveys essential to safe navigation. They will gather data in America's coastal waters, estuaries, bays and lakes for the two million charts the National Ocean Survey issues each year. Their work will take them to the waters of New Jersey and New York, the Florida Keys, Puerto Rico, the Virgin Islands, Gulf of Mexico, Puget Sound, the West Coast and Alaska, and the Great Lakes.

Check underwater hazards

Essential also to safe navigation are the wire drag surveys for underwater hazards, including wrecks, conducted along the southeast coast and in the Gulf of Mexico and the current circulation surveys carried out in Chesapeake Bay, Oregon Inlet, N.C., and the Great Bay-Portsmouth Harbor Estuary in New Hampshire.

Some of the studies engaged in by the NOAA Fleet will seek to evaluate the living marine resources of waters off the United States and South America and in the eastern and mid-Pacific; and to assess the environmental impact of activities in submerged coastal areas, such as man-made pollution in the New York Bight, the 11,500-square-mile area of coastal and outer continental waters extending from Montauk Point to Cape May.

While these activities are under way, nine other NOAA vessels will engage in fisheries surveys with significant commercial implications along the U.S. East Coast, off Brazil and the Guianas, in the Caribbean, Gulf of Mexico, Baja California, the U.S. West Coast and Alaska, and throughout the Pacific.

They will make comprehensive surveys of fish migrations and growth; seek out the spawning grounds of herring and other fish; investigate the supply of shrimp, lobsters, clams and other shellfish; and study the activities of ocean mammals.

The research will aid the American fishing industry and assist the United States in negotiating with foreign nations.

Petroleum Firms, Automakers Led Fourth Quarter Profits Decline

Before-tax book profits of U.S. corporations fell $25.5 billion in the fourth quarter of 1974 to a seasonally adjusted annual rate of $131.5 billion, according to revised estimates by Commerce's Bureau of Economic Analysis.

The preliminary fourth quarter figure issued in March was $134.1 billion.

Corporate profits tax liability is now estimated at $52 billion at a seasonally adjusted annual rate, compared with $62.7 billion in the third quarter. After-tax earnings, at $79.5 billion, declined $14.8 billion from the third quarter and, since dividend payments were almost unchanged, retained earnings fell a like amount to $46.2 billion.

Corporate capital consumption allowances rose $1.7 billion to $79.3 billion. Corporate cash flow—capital consumption allowances plus retained earnings—amounted to $125.5 billion, down $13.2 billion from the previous quarter.

The sharp drop in book profits was due almost entirely to a substantial reduction in inventory profits. Inventory profits are now estimated at $28.1 billion (revised) for the fourth quarter, compared with an annual rate of $51.2 billion in the third.

When inventory gains are removed from fourth quarter book profits, the resulting figure—profits from current production—is $103.4 billion, $2.4 billion below the third quarter rate.

Industry profits

A large part of the decline in earnings from current production resulted from the lower profits by domestic petroleum producers and automakers. Petroleum companies' domestic earnings declined sharply from a very high third quarter rate, while automakers had no profit from current production in the fourth quarter. Profits were also down for railroads and airlines.

There were increased profits in some durable goods manufacturing industries, in the communications industry and in the net inflow of investment income from abroad in the form of branch profits and dividends.

National income, which measures the nation's output in terms of income generated in production, advanced $9.9 billion (revised) to $1,165.4 billion. Employee compensation rose $9.5 billion, to $877.7 billion. Business and professional income, at $62.5 billion was up slightly, and farm income declined by $700 million to $29.1 billion in the fourth quarter. Rental income of persons was little changed and net interest rose $3.1 billion, to $65.9 billion.

Fourth quarter national income gains were recorded for the durable goods manufacturing group and for most nonmanufacturing industry divisions. National income was down in transportation and construction and in the nondurable goods manufacturing group, the latter reflecting the drop in earnings of domestic petroleum producers.

Public Hearings Scheduled In Ohio, Massachusetts

Public hearings will be held in Ohio and Massachusetts this week under the auspices of Commerce's National Oceanic and Atmospheric Administration to consider an estuarine sanctuary and a threatened species.

Bowling Green State University's Firelands Campus in Huron, Ohio, will be the site of an evening meeting May 15 at which the environmental effects of making Huron's Old Woman Creek an estuarine sanctuary will be discussed. The creek was nominated as a sanctuary by the Ohio Department of Natural Resources under provisions of the Coastal Zone Management Act of 1972. A draft environmental impact statement will be presented by NOAA's Office of Coastal Zone Management and opinions will be solicited from interested individuals and organizations.

NOAA's National Marine Fisheries Service will hold an informal public hearing beginning at 10 a.m. May 16 at the State House in Boston to obtain comments and views with respect to listing the Atlantic bluefish tuna as a threatened species, and on proposed protective regulations.

What's New In Solar Energy Will Be Shown At EXPO

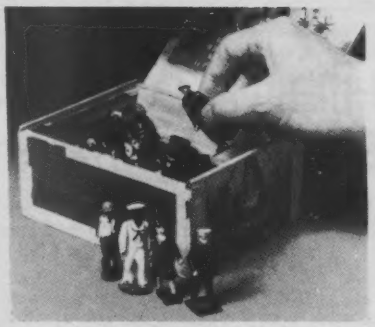
Some of the brightest news in our energy-scarce society may be available at the International Solar Industry EXPO 75, to be held May 27-29 at the Sheraton Park Hotel and Motor Inn in Washington, D.C.

Sponsored by the Solar Energy Industries Association, the three-day event will include the Association's annual membership meeting on May 28.

Special features scheduled are seminars May 27 and 28 on solar sub-specialties of space and water heating and cooling, bioconversion, ocean thermal, photovoltaic, thermal electric and wind. Also planned is a workshop on the National Solar Heating and Cooling Demonstration Act.

Further information is available from SEIA EXPO, Suite 632, 1001 Connecticut Avenue NW., Washington, D.C. 20036.

Can we just forget the one million veterans who will need a job this year?



It's only natural to want to forget war once it's over. To want to pack away all those bitter memories. But what about the people who served their country? Can we pack them away like toy soldiers? Forget them till they're needed again? And can we tell the disabled they're no longer of any use to us?

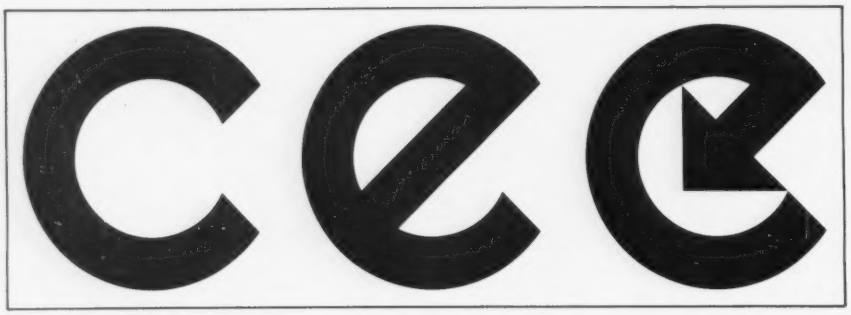
If you're someone with jobs to give, can you forget the jobs our veterans did for us? Can you let these good, capable people languish on the welfare rolls? What a waste of your tax dollars. And their lives.

These are responsible men and women. With experience, skills and maturity. Even the disabled can do a job well.

The way to get this country working is to get people working. So if you have a job to give, call the National Alliance of Businessmen.

Help America work.

The National Alliance of Businessmen



HOW A SYMBOL IS BORN—*The new federal agency energy symbol, shown at right, was selected by the Energy Resources Council and the Federal Energy Administration to help promote energy conservation awareness. The symbol is a combination of three elements: the "C" for conservation (left), becomes the "E" for energy (center), which through superimposing the dynamic arrow pointing downward and inward, becomes the symbol of reduced energy usage through self-restraint. Further information on the symbol, which will be used nationwide by both private industry and government agencies, is available from the Office of Conservation Education, Federal Energy Administration, Washington, D.C. 20451.*

Highway Waste Of Life, Fuel Down, But Moved Back Up Early In 1975

Due largely to the nation's reduced speed limit, U.S. traffic fatalities dropped by more than 17 percent in 1974, to an estimated 45,400. The toll was the lowest since 1963, and was about 9,400 below the 1973 figure. The savings in human life exceeded the most optimistic expectations. There were also significant fuel savings.

However, the fatality figures started moving up again in January and February of this year, after 14 straight months in which the totals had been lower than those of the same month of the previous year. The government is considering measures to help consolidate the gains before our highways return to the pre-embargo 'carnage as usual' situation.

While many states have rigorously enforced the 55-m.p.h. limit, nationwide enforcement has been uneven, according to Federal Energy Administration head Frank Zarb. The Department of Transportation has determined that 47 percent of all vehicles on U.S. roads last year travelled at speeds in excess of 55 m.p.h.

The department has proposed regulations that would require the states to certify that they are enforcing the 55-m.p.h. limit on all public highways before the Secretary of Transporation approves any federally-aided state highway projects.

Introduced as a temporary measure, the new speed limit became permanent when President Ford signed the Federal Aid Highway Act of 1974 on January 4. Studies indicate that, properly observed, the new speed limit would save the country 200,000 barrels of oil per day.

As average speeds creep upward, much of this gain is being lost. FEA studies have shown that an average speed decrease of five miles per hour saves the country 100,000 barrels of oil per day.

However, not all of the lower 1974 fatality toll was due to the lower speed limit. A National Safety Council study of the first four months of 1974, when traffic fatalities were running 24 percent below the same period of the preceding year, attributed only 11 percent of the improvement to the 55 m.p.h. Reduced travel due to limited availability of gasoline was credited with 5 percent of the reduction; fewer passengers per automobile accounted for 3 percent; more pronounced reduction in driving during hours of darkness, 2 percent; change in type of road used, 1 percent; increased use of safety belts, 1 percent, and other causes, 2 percent.

On the other hand increased use of motorcycles, pedalcycles and small cars, together with the relatively higher amount of driving done by both young and old drivers, boosted the fatality rate by an estimated 1 percent.

Energy Use and Operating Costs of Popular Household Appliances

Appliance	**Est. annual kWh*	***Est. annual cost*
Water heater	5400	$162.00
Food freezer, (frostless)	1760	52.80
Food freezer	1560	46.80
Refrig.-freezer, (frostless) 14 cu. ft.	1505	45.15
Refrig.-freezer, 14 cu. ft.	1330	39.90
Air cond., (window)	1265	37.65
Range	1225	36.75
Clothes dryer	1100	33.00
Refrig.-freezer, 10 cu. ft.	1085	32.55
Refrigerator	460	13.80
Color TV	450	13.50
Dehumidifier	380	11.40
Black & white TV	345	10.35
Dishwasher	340	10.20
Attic fan	310	9.30
Frying pan	190	5.70
Window fan	145	4.35
Blanket	140	4.20
Hand iron	135	4.05
Coffeemaker	95	2.85
Radio	90	2.70
Washing machine	65	1.95
Vacuum cleaner	40	1.20
Toaster	35	1.05
Clock	18	.54
Heating pad	9	.27
Hair dryer	7	.21
Shaver	2	.06

* Figures compiled by the Potomac Electric Power Co.
** 3¢/kWh (kilowatt-hour) used for convenience, rates may vary depending on location and type of dwelling.

Food Industry Data Sources Compiled

Recognizing the need for a comprehensive basic source of information for the food industry and a system to readily locate such information, the Bureau of Domestic Commerce's Consumer Goods and Services Division has compiled *Food Industries Data Sources.*

"In the quest for information," Division Director Norris A. Lynch stated, "many potential data users are often unaware of the vast sources available on the food industry and consequently much time is lost in searching for information, or the existence of information goes unknown. We believe that *Food Industries Data Sources* will help remedy this."

Seven federal agencies plus selected private sources are referenced in the source book, covering more than 80 separate publications. Sources containing information on consumption, demand, distribution, employment, foreign trade, prices, production, sales, supply, and wages are discussed.

The publication is divided into two parts: an index to the publications by SIC categories and type of data, and descriptions of the contents of each publication and information on obtaining it.

Food Industries Data Sources is available on request from the Office of Business Research and Analysis, BDC, U.S. Department of Commerce, Washington, D.C. 20230, the Department of Commerce district offices, and the National Technical Information Service, 5285 Port Royal Road, Springfield, Va. 22161.

Maps Help U.S. Building Owners Compute Winter's Energy Savings

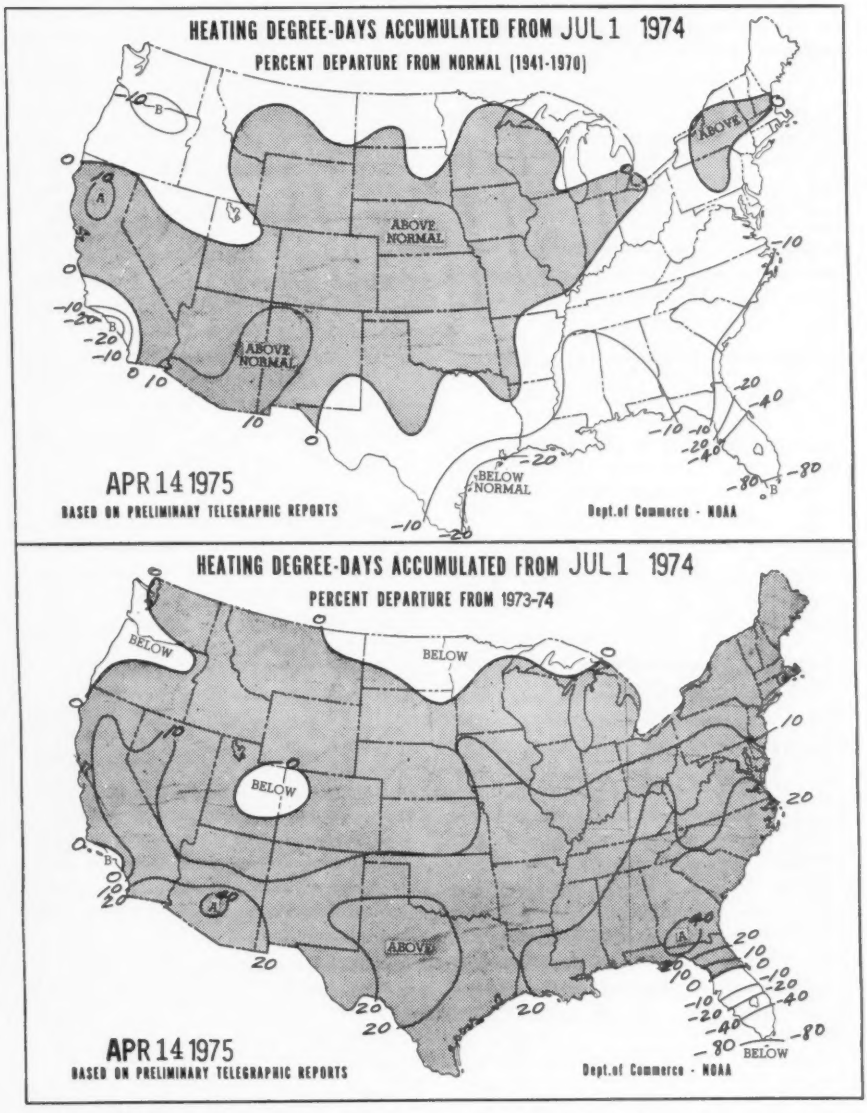
Owners of buildings across the country can get a fairly accurate idea of how effective their energy conservation moves of the past year have been from the maps below.

The maps show how the nation's heating degree day accumulations this winter differed from last year's (bottom map) and from the average accumulations between 1941-70 (top map).

Heating degree days are measurements of how much the mean temperature for each 24-hour period differed from 65 degrees Fahrenheit, the temperature at which most buildings require no heat to maintain an indoor temperature of 70 degrees.

The darker areas have had greater accumulations of heating degree days in 1974-75 than in the periods shown; in other words, they have had colder winters this year than the earlier periods. The light areas have been warmer.

The maps reflect how much actual fuel usage in each area should have gone up or down if there had been no energy-saving alterations. By comparing this figure with the actual fuel consumption figure on this year's bill, building owners can judge how effective their measures have been. However, these figures apply only to fuel used for heating. Requirements for cooking, hot water heaters and other uses are fairly constant.



TEMPERATURE MAPS—*Maps show how this year's heating-degree-day accumulations through mid-April differed from 1941-70 average (top) and last year's (below). Dark areas were cooler this winter. Figures show percentage deviation from previous years.*

Center To Create Jobs By Productivity Gains

Commerce's Economic Development Administration has approved a $150,000 grant to help the University of California at Los Angeles develop a program to create new jobs through increased productivity.

The funds will be used to help establish a Center for the Quality of Working Life in the UCLA Institute of Industrial Relations.

The center will conduct research and training programs, publish information and provide technical assistance in the field of productivity and the quality of working life.

Center officials plan to conduct quality of working life studies in both the public and private sectors. The goal of the studies will be to help develop management programs to increase production. Short courses and seminars will be conducted for managers and labor union officials, and technical assistance will be provided to firms and organizations in conducting quality of working life experiments.

Increased productivity can help create new jobs by increasing profits and attracting capital investment for industrial growth. Increased productivity also can help make American products more competitive on international markets.

Innovations In Textiles Slated For TEXPO '75

The major effort of the U.S. textile industry to market its products on an international basis will take place June 3-5 at TEXPO '75 at the New York Coliseum.

This is the second annual International Fashion Textiles Exposition, under the sponsorship of the American Apparel Manufacturers Association and the Textile Distributors Association.

Some 77,000 square feet of exhibit space have already been contracted for by 200 firms—a gain of 33 percent over last year's exhibitor count and nearly 25 percent above the 1974 space figure. The AAMA expects attendance to be up sharply from the more than 14,000 buyers who attended TEXPO '74. Part of the increase, advance registrations indicate, will be due to a jump in foreign visitors, who last year totaled 2,000 from 49 countries.

The show will feature the latest innovations in fibers, fabrics and fashions, as well as seminars on marketing, foreign trade and financial management.

Write: American Apparel Manufacturers Assn., 1611 N. Kent Street, Suite 800, Arlington, Va. 22209 (703-524-1864).

Recent NTIS Publications

These recent reports of government-conducted or government-sponsored research of possible interest to U.S. businessmen are available from the National Technical Information Service. Prices listed are for paper copies; second prices, where listed, are for microfiche. All others are available in microfiche for $2.25. Order from NTIS, Springfield, Va. 22161 (703-321-8543).

Productivity: a bibliography with abstracts (COM-74-11571/CZ). National Technical Information Service, Springfield, Va. Oct. 1974. 142pp. $20/$20.

Shoreline for the public: a handbook of social, economic and legal considerations regarding public recreational use of the nation's coastal shoreline (COM-74-11588/CZ). MIT's Sea Grant Project Office. 1974. 268pp. $8.50.

Personnel technology: using an inexpensive computer-based system to teach performance-oriented skill (AD-785 029/CZ). Human Factors Research Inc., Goleta, Cal. June 1974. 170pp. $6.25.

Laboratory evaluation of a chemical technique to determine water and cement content of fresh concrete (AD-784 055/CZ). Army Construction Engineering Research Lab, Champaign, Ill. July 1974. 43pp. $3.75.

Evaluation of structural properties of masonry in existing buildings (COM-74-11480/CZ). National Bureau of Standards Center for Building Technology, July 1974. 126pp. $5.75.

A marketing communications and physical distribution system to provide the Midwest with coastal fish (COM-74-11466/CZ). Inst. for 21st Century Business, Kent State U. July 1974. 73pp. $4.25.

Economic analysis of effluent guidelines—flat glass industry (PB-234 845/CZ), **rubber processing industry** (PB-235 691/CZ), **meatpacking industry** (PB-235 303/CZ). Arthur D. Little, Inc., Cambridge, Mass. (first two), and Development Planning and Research Assoc., Manhattan, Kan. (third). 1974. 72pp., 56 pp., 155pp. $4.25 (first two), $6.25 (third).

A study to analyze the factors leading to technology transfer through licensing and foreign investment, and their impact on the firm: phase one (PB-234 705/CZ). Forecasting International Ltd., Arlington, Va. April 1974. 90pp. $4.75.

Report of conference on making service industries more productive through computers and automation (COM-74-11498/CZ). National Bureau of Standards Inst. for Computer Sciences and Technology. June 1974. 177pp. $7.

A multi-stage model for capital budgeting with uncertain future investment opportunities (AD-758 567/CZ). Stanford University's Systems Optimization Lab. Aug. 1974. 51pp. $4.25.

Study of common carrier accounting and depreciation practice and policy: vol. one (PB-236 201/CZ). Peat, Marwick and Mitchell, Washington, D.C. March 1974. 205pp. $7.25.

Wastewater treatment and reuse in a metal finishing job shop (PB-234 476/CZ). Williams (S.K.) Co., Wauwatosa, Wis. for EPA. July 1974. 68pp. $4.25.

Biological conversion of organic refuse to methane (PB-235 468/CZ). U. of Illinois. July 1974. 182p. $7.

Feasibility study of alternative fuels for automotive transportation: Vol. I—executive summary (PB-235 581/CZ). Exxon Research and Engineering, Linden, N.J. June 1974. 29pp. $3.75.

Computers in the 1980s—trends in hardware technology (AD-783 323/CZ). Rand Corp., Santa Monica, Cal. March 1974. 20pp. $3.25.

Performance evaluation of a minicomputer (AD-784 377/CZ). Stanford Univ. June 1974. 32pp. $3.75.

Computer generated troubleshooting trees: the program (AD-785 139/CZ). Applied Science Assoc. Denver. July 1974. 90pp. $4.75.

Analysis of some abstract measures of protection in computer systems (PB-235 297/CZ). Univ. of Colorado. May 1974. 46pp. $3.75.

A desk-top micrometer (DP-1351/CZ). DuPont's Savannah River Lab. Aug. 1974. 68pp. $5.45.

Management strategies for ADP networking (AD-785 876/CZ). Army Computer Systems Command, Ft. Belvoir, Va. 170pp. $6.25.

Operating history of U.S. nuclear power reactors (WASH - 1203 - 73/CZ). AEC, Washington, D.C. 80pp. $5.45. Paper copy also available from Government Printing Office for $1.20.

Effect of tax and regulatory alternatives on car sales and gasoline consumption (PB-234 622/CZ). Chase Econometric Assoc., New York. May 1974. 117pp. $5.25.

Study of the demand for gasoline (PB-235 254/CZ). Data Resources Inc., Lexington, Mass. July 1974. 157pp. $6.25.

Study of solid waste management practices in the pulp and paper industry (PB-234 944/CZ). Gorham International, Gorham, Maine. Feb. 1974. 198pp. $7.

Behavioral effects of prolonged exposure to continuous and intermittent noise (AD-785 750/CZ). U. of Louisville. June 1974. 142pp. $5.75.

Design trends and operation problems in combustion modification of industrial boilers (PB-235 712/CZ). Battelle Columbus Labs. April 1974. 193pp. $7.

Economic effects of subsidies for waste abatement (PB-235 820/CZ). Clemson U. 123pp. $5.25.

Industrial engineering study of hazards associated with surface coal mines (PB-235 927/CZ). Theodore Barry & Assoc., Los Angeles. June 1974. 274pp. $8.50.

Select bibliography on explosions in industrial plant with particular reference to design aspects of explosion containment and relief (PB-236 352/CZ). British Steel Corp. Aug. 1974. 18pp. $3.25.

Lawnmowers: noise and cost of abatement (PB-234 932/CZ). Bolt, Beranek & Newman, Cambridge, Mass. 75pp. $4.25.

Human factors in design and control of aircraft (AD-782 700/CZ). Defense Documentation Center, Alexandria, Va. July 1974. 339pp. $9.50.

Ocean engineering power systems (COM-74-11034/CZ). MIT. Feb. 1974. 207pp. $7.25.

Analysis of hydrogen energy systems BNL-50393/CZ). Brookhaven National Lab., Upton, N.Y. Feb. 1973. 67pp. $5.45.

Effective utilization of solar energy to produce clean fuel (PB-233 956/CZ). Stanford Research Inst., Menlo Park, Cal. June 1974. 164pp. $6.25.

Gasification of coal: a bibliography (PB-234 294/CZ). British Steel Corp., Sheffield. 15pp. $3.25.

The shallow solar pond energy conversion system: an analysis of a conceptual 10-MWe plant (UCRL-51533-Rev-1). Lawrence Livermore Lab. Livermore, Cal. Jan. 1974. 32pp. $4.

Environmental impact requirements in the states: NEPA's OFFSPRING (PB-234 384/CZ). Center for California Public Affairs, Claremont. Apr. 1974. 87pp. $4.75.

Fire hazard classification of chemical vapors relative to explosion-proof electrical equipment (AD-781 559/CZ). National Academy of Sciences, Washington, D.C. 32pp. $3.75.

Evaluation test of a small harbor oil spill retrieval system (AD-782 567/CZ). Harding Pollution Control, Bellingham, Wash. July 1974. 38pp. $3.75.

New Materials Aid Precise Measure Of Two Auto, Industrial Pollutants

More accurate measurements of two major air pollutants, nitrogen dioxide and nitric oxide, will be possible as a result of six new Standard Reference Materials developed by Commerce's National Bureau of Standards.

One of the standards, a nitrogen dioxide permeation device (SRM 1629), will provide the most accurate means to date for calibrating equipment and methods used by state and local governments to determine if the levels of nitrogen dioxide in their jurisdictions are in compliance with federal clean air standards.

The permeation device will help ensure compatability in measurements of nitrogen dioxide made by different federal, state, and local government agencies and by industry.

Also completed is a series of five nitric oxide in nitrogen Standard Reference Materials (SRM 1683-1687) needed by enforcement agencies to monitor compliance of automobile engines with emission standards set forth in the Clean Air Amendments of 1970.

The new nitric oxide SRM's provide a means for the Environmental Protection Agency, other enforcement agencies and auto makers to calibrate daily working standards obtained from commercial gas manufacturers. The SRM's may also be used by gas manufacturers to help establish concentration levels of such daily working standards during processing.

The nitric oxide standards complete a series of auto emission SRM's developed by NBS. The earlier three series of SRM's are propane in air (SRM 1665-1669), carbon dioxide in nitrogen (SRM 1673-1675) and carbon monoxide in nitrogen (SRM 1677-1681). These series of SRM's now provide for the first time a means by which automobile emission measurements can be intercompared through a common set of standards.

Cooperative effort

Development of SRM's for measuring industrial and automotive air pollutants is a cooperative effort by NBS and EPA. Accurate measurements of air pollutants, such as nitrogen dioxide and nitric oxide, are necessary for fair and effective implementation and enforcement of the Clean Air Amendments of 1970, which limit the amount of pollutants that may be emitted by industrial stacks and auto exhausts.

Millions of tons of nitric oxide are released into the atmosphere each year by industrial and automotive sources. Nitric oxide itself is not considered to be a toxic substance at the concentrations in which it occurs in the atmosphere. However, nitric oxide reacts in the air to form nitrogen dioxide which is not only a toxic substance causing respiratory illness at the subparts-per-million level, but also is involved in forming photochemical smog.

More than 40 Standard Reference Materials related to environmental research, analysis and control are now available from NBS and can be ordered from the Office of Standard Reference Materials, Room B311, Chemistry Bldg., National Bureau of Standards, Washington, D.C. 20234. Measuring devices for these materials are available from the same source.

Report Is 'First Step' In Curbing Loss From Collapsing Buildings

Building failures in the wake of earthquakes, hurricanes and tornadoes exact a tragic death toll and property damage averaging at least $1 billion each year.

Taking what it describes as a "first step" toward a building technology capable of substantially reducing these losses, the Center for Building Technology at Commerce's National Bureau of Standards has published a 964-page study on *Natural Hazards Evaluation of Existing Buildings.*

The study, sponsored by the Defense Department's Civil Preparedness Agency, develops safety criteria for general community construction as well as for the DCPA's shelter program.

The report presents a methodology for surveying typical buildings to determine the risk to life and safety under natural hazard conditions and to estimate the amount of expected damage. Earthquake, hurricane and tornado damage to both structural and nonstructural building components is considered.

NBS plans to periodically update the study, recognizing that disaster mitigation research is still in a stage of rapid development.

Natural Hazards Evaluation of Existing Buildings, No. 61 in the NBS Building Science Series, may be purchased for $11.10 a copy from the Superintendent of Documents, Washington, D.C. 20402. Order S.D. Catalog No. C13.29/2/61.

Capital Investment, Jobs Subjects Of N.Y. Conference

A conference focusing on America's capital needs and the necessity to create jobs will be held at the New York Hilton May 19. The National Conference on Capital Investment and Employment will bring together leading spokesmen for business, labor, financial intermediaries, the Administration, Congress and the media to consider whether national policies are fully consistent with our nation's economic and employment goals.

The Conference is jointly sponsored by the American Bankers Association, the Chamber of Commerce of the United States, the Committee of Publicly Owned Companies, the National Association of Manufacturers, and the Securities Industry Association, in cooperation with the New York Stock Exchange, the American Stock Exchange and the National Association of Securities Dealers.

The Conference will be divided into three principal segments: an assessment of the country's needs for capital investment, available policy options, and advocacy of specific policy options by various individuals. Participants include James Needham of the New York Stock Exchange, Gaylord Freeman of the First National Bank of Chicago, John Watlington of the American Bankers Assn., Albert T. Sommers of the Conference Board, and Irving R. Levine of NBC.

The program will be followed on May 20 with a series of workshops for corporate and securities industry executives. The workshops on capital raising vehicles include sessions devoted to various types of securities or financing avenues. The workshops for corporate executives will offer an exchange of ideas, information and experiences raising capital.

Further information can be obtained from Adrian L. Banky, vice president and general manager, Securities Industry Assn., 20 Broad St., New York 10005 (212-425-2700).

New Directory Of Maryland Manufacturers Published

The seventh and revised edition of the Directory of Maryland Manufacturers has been published by the Maryland Department of Economic and Community Development.

The 631-page publication lists more than 3,400 manufacturers. Each company listing provides the firm's name, address, year of establishment in Maryland, number of male and female employees, names and titles of executives, parent company (where applicable), subsidiaries located in Maryland, and products grouped by Standard Industrial Classification four-digit industry number.

Copies of the directory can be obtained from the Department of Economic and Community Development, 2525 Riva Road, Annapolis, Md. 21401. The per copy price is $15 plus 4 percent state sales tax for purchases delivered in Maryland. Checks or money orders should be made payable to the Maryland Department of Economic and Community Development.

Calendar For Businessmen

May 19—New York—National Conference on Capital Investment and Employment, New York Hilton. For information, Adrian L. Banky, Vice Pres. & Gen. Mgr., Securities Industry Assn., 20 Broad St., New York 10005 (212-425-2700).

May 20-21—Gaithersburg, Md.—Successful Experiences in Teaching Metric conference, National Bureau of Standards. For information, Metric Information Office, NBS, Washington, D.C. 20234. (301-921-2658.)

May 27-29—Washington — International Solar Industry EXPO 75, Sheraton Park Hotel and Motor Inn. For information, Solar Energy Industries Assn., 1001 Connecticut Ave. NW., Washington, D.C. 20036 (202-293-1000).

May 28—Memphis—Business and Finance for the Small Businessman all-day conference and Third Annual Awards Banquet, Holiday Inn-Riverton. Sponsor: Memphis National Business League. For information, NBL (901-774-9625) or Commerce Memphis District Office.

June 2-4 — Washington — Transactional Management seminar, Georgetown Univ. For information, Ms. Betsy Girton, School for Summer and Continuing Education, Georgetown Univ., Washington, D.C. 20057 (202-625-3001).

June 2-4—Chicago — Cleaning, Coating and Finishing Metals seminar, Sheraton Hotel. For information, New York University School of Continuing Education, New York Management Center, 360 Lexington Ave., New York 10017 (212-953-7266).

June 2-6—Chicago — Fundamentals of Plastics seminar, Sheraton Hotel. For information, New York University School of Continuing Education, 360 Lexington Ave., New York 10017. (212-953-7266).

June 3-5—New York—TEXPO '75, New York City Coliseum. Sponsor: American Apparel Manufacturers Assn. For information, AAMA, 1611 N. Kent St., Suite 800, Arlington, Va. 22209 (703-524-1864).

June 9-13—Cleveland—Polyvinyl Chloride Technology seminar, Hollenden House. For information, New York University School of Continuing Education, New York Management Center, 360 Lexington Ave., New York 10017 (212-953-7266).

June 18—Gaithersburg, Md.—Computer Networks: Trends and Applications 1975 symposium, National Bureau of Standards. Sponsors: NBS, IEEE Computer Society, Washington Chapter. For information, Computer Networks, P.O. Box 639, Silver Spring, Md. 20901 (301-439-7007).

June 19—Gaithersburg, Md.—Computing in the Mid-70's: An Assessment Symposium, National Bureau of Standards. For information, Bolt Beranek and Newman, Inc., 1701 North Fort Myer Drive, Arlington, Va. 22209 (703-524-4870).

June 23-27—Chicago—Clean Fuels From Coal Symposium II, Palmer House. For information, Institute of Gas Technology, 3424 South State St., Chicago, Ill. 60616 (312-225-9600).

June 24-26—Cleveland—Fundamentals of Metals Technology seminar, Sheraton Inn. For information, New York University School of Continuing Education, New York Management Center, 360 Lexington Ave., New York 10017 (212-953-7266).

June 24-26—New York—Casting seminar, Roosevelt Hotel. For information, New York University School of Continuing Education, New York Management Center, 360 Lexington Ave., New York 10017 (212-953-7266).

Foreign Buyers, U.S. Sellers Talk Tourism At Pow Wow

Boston will host a three-day meeting bringing together tour packagers from as many as 90 countries with U.S. travel suppliers August 17-20 at the 1975 Discover America Pow Wow and Travel Mart.

The meeting is a joint government-industry effort, cosponsored by Commerce's United States Travel Service and Discover America Travel Organizations, the national organization of the U.S. travel industry. The purpose of the conference is to sell more travel to the United States from abroad. Through the Pow Wow technique, foreign tour producers purchase U.S. travel arrangements and package them for sale in foreign markets. The face-to-face meetings enable U.S. travel suppliers to learn the specific needs of the various overseas markets.

Seventh in the annual conference series, the Boston gathering is expected to top results generated in previous Pow Wows, according to the sponsors. Last year's session in Orlando, Fla., realized $50 million in firm sales.

Boston and the entire New England area are expected to be the primary economic beneficiaries of the conference. In addition to the money spent by conference attendees, familiarization tours to acquaint foreign participants and press with local tourism attractions will increase sale of future international travel to the region.

Foreigners Attending U.S. Congresses Spent $43 Million In 1974

More than 163,000 people traveled to the United States last year to attend congresses of international associations and spent more than $43 million, according to a study done for Commerce's United States Travel Service.

Using traditional multipliers, this resulted in a total economic benefit of $130-$175 million from foreign attendance at the more than 100 such congresses held in the United States in 1974.

USTS, the national government tourism office. will use the new study to maximize its efforts to attract international congresses to the United States and to boost foreign attendance at those meetings.

Highlights of the study include the following findings:

- An international tourist spends twice as much as a domestic tourist; and an international congress participant spends 3.6 times as much as a domestic tourist.
- The U.S. share of the international congress market is estimated at 6.6 percent of all meetings and 14.5 percent of attendance at all congresses.
- Four states can be categorized as especially attractive for international congresses: California with 50 congresses planned or held between 1973 and 1976; the District of Columbia with 33; New York with 30; and Massachusetts with 21.
- Trends indicate that the total number of congress participants will more than double and the number of congresses will triple from 1973 to 1993. This signifies a trend toward smaller, more substantive congresses.
- Short-range economic fluctuations have less effect on the international congress market than on pleasure travel because of the long lead-time involved in planning a congress.

The report also explores major demand segments of international associations, shortcomings of existing meeting and convention facilities, the role of governments in vying for the international congress market, and venue requirements.

Copies of the report highlights, *The Market for International Congresses*, is available from Office of Research and Analysis, United States Travel Service, 14th and Constitution, Washington, D.C. 20230.

Mining Equipment Producers Visit Poland, Czechoslovakia, Romania, Find Ready Market

Poland, Czechoslovakia and Romania all recognize the superiority of U.S. technology in ore extraction and energy development, and are receptive at this time to cooperative arrangements between their coal, ore or minerals enterprises and U.S. firms.

Such long-term arrangements were the theme of discussions last month as a mission of U.S. producers of mining equipment made initial contacts or expanded earlier introductions with decision makers and technicians in the three countries. The mission, first of its kind to visit the East European countries, could result in equipment sales over the next year of as much as $10 million.

"For several reasons it was a good time for the U.S. mining equipment manufacturers to visit these countries," Mission Director James Ellis of the sponsoring Bureau of East-West Trade explains. "The energy crisis has given mining and mineral extraction high priority in Eastern Europe, just as in other parts of the world. In addition, as it is the eve of new five-year plans in the countries we visited, important decisions about long-term business arrangements are being made. Now is the time to get in on the big coal, ore, and energy development projects."

In Czechoslovakia, however, there are current problems because of objections to a provision in the U.S. Trade Act of 1974 that requires a settlement of U.S. claims before the U.S. can consider Czechoslovak eligibility for Most-Favored-Nation tariff treatment or Eximbank financing. Ellis observed, however, that the Czechoslovakian government will not stand in the way of deals involving superior U.S. technology, though it will not actively encourage any U.S. dealings.

Good prospects in mining projects

Ellis noted that in Poland, new coal and copper fields are being opened up in the Lublin area and in Western Poland. One billion dollars is to be invested in copper mining over the next five years, and copper ore production is to double from its present level of 15 million metric tons annually.

Czechoslovak officials said they plan to adopt new coal mining methods and build new dressing plants. In addition, underground copper mining is to be developed and newly found tin deposits are being investigated.

Romania plans to open a large-scale strip copper mine at Moldova-Noua in 1976, and another at Rosia Poieni in 1977, for which a wide range of equipment is needed. Romania is also seeking a firm or firms which could provide equipment and technology to mine sand deposits of nickel, titanium, and zirconium, on which geological studies have already been completed.

All three countries mentioned specific types of mining and mineral extraction machinery in which they are particularly interested. Poland plans to buy a platform abroad this year for exploratory oil drilling in the Baltic Sea. It is also seeking related equipment, which includes:

An electric well-logging unit with measuring equipment having a capacity up to 6,000 meters; drill stem testers; two or three fracturing/oxidizing (pumping) units, with a capacity to 15,000 feet; diamond drilling tools, stabilizers, rock bits, and power torques; soilage control equipment (centrifuges, desilters, descenders); fishing tools (preventers); syphoning compressors (300 atmosphere capacity, 152-200 cubic meter volume); inspection units; and measuring devices.

A team of Polish experts in oil drilling will visit the United States in June seeking to procure this equipment. Proposals or requests for further information should be sent to the Polish Petroleum Co. (Zjednoczenia Gornictwa Naftowego), Krucza 36, 00-921 Warsaw (Telex 81. 35.81).

STROJEXPORT, the Czechoslovak foreign trade corporation handling heavy

U.S. MISSION IN POLAND—*At Gorlice, American businessmen, along with Embassy personnel, set out to tour the Glinik plant which manufactures mining machinery. At left, the factory's general manager is leading the delegation.*

EXCHANGE IN PRAGUE—*Mission members John Schween (center) and Charles Rosoff (right) of Dresser Industries talk with a Czechoslovakian business official.*

construction machinery, expressed interest in sources of supply for road graders, scrapers, and concrete cutters; for water well drilling equipment (600 meters/6-9 inches); and reverse circulation drilling equipment. STROJEXPORT's address is: Vaclavske nam. 56, Prague 1 (Telex 121753).

For its copper mine projects Romania is looking to the United States particularly for high volume flotation process equipment and for crushers and grinders. Other equipment sought includes drilling equipment (both direct and reverse circulation), bits, loaders, cranes, vibrating feeders and screens, pumps, and excavators. Inquiries or offers should be directed to: Nicolae Moldoveanu, Director for International Relations, Ministry of Mines, Petroleum and Geology, Str. Mendeleev 36-38, Bucharest.

In each country the ministry in charge of mining arranged special meetings with technicians and officials in the mining industry. In Poland, the mission toured the mining region of Katowice, where it was the guest of POLMAG, the Polish industrial association in charge of manufacturing mining machinery. The group visited a number of plants, and a coal-processing installation, and held discussions with the Association for the Mining of Non-Ferrous Metals. In Czechoslovakia and Romania, the members introduced themselves during general meetings under the auspices of the relevant national ministries, then engaged in individual discussions on specific proposals.

The participating firms, and their representatives, were: Allis-Chalmers, Arthur Wasserman and Julien Vittoz; Clark Equipment, Victor Brussovansky and Conrad Engelseer; Chicago Pneumatic Tool, Matti Jakobs; Drilco Industrial Div. of Smith International, Robert E. Price and Rolf Heflo; Mining Equipment Div. of Dresser Industries, John Schween and Charles Rosoff; Eimco Mining Machinery Div. of Envirotech, Richard Wenberg; Harnishfeger International, John Perry and David Mangan; Ingersoll-Rand, G. B. Terjesen and Aristides S. Akantisz; Longyear, Roger Van Steenberge; N.L. Industries, Brower Dellinger and LeRoy Scharon; Rexnord, Charles C. Pingry; and Unit Rig & Equipment, Jerry A. Shelton.

U.S. Businessmen Will Head For Morocco To Explore Links

A delegation of U.S. businessmen will meet with Moroccan governmental and private development officials in Rabat and Casablanca June 16-20. The visit is being organized by the Business Council for International Understanding of New York (BCIU).

Major opportunities for profit-based American private participation in the Moroccan economy, BCIU President John Habberton noted, would be in the sale of "know-how," some sales of equipment, licensing, franchising, growing or breeding, consulting, feasibility surveys, engineering, and financing, or any combination of those activities.

Habberton said that complete details on the trip are available from BCIU by calling 212-686-8696. He is directing specific questions about opportunities in Morocco to the office of the Economic Counsellor at the Moroccan Embassy in Washington.

Where investment is involved, the American equity, under Morocco's recently published investment codes, would be limited to 50 percent, with equity possibilities up to 100 percent in export-intensive industries and tourism.

Economic sectors currently receiving priority treatment by the Moroccan government include agriculture, processing for export, tourism, mining, energy development, highways and bridges, textiles, and industrial assembly and component manufacturing. BCIU noted that these areas benefit from substantial tax and other incentives under Morocco's investment codes.

Local administrative and manpower conditions in Morocco also are favorable, Habberton said. He added that there will be meetings with a number of Moroccan bank officials to discuss financing and other matters. Other terms and regulations attractive to American business, he said, include expedited approval of projects, duty-free exports, and repatriation of profits.

African, Caribbean Trade To Be Viewed

Former Secretary of Commerce Peter G. Peterson will deliver the keynote address at a workshop on trade and investment opportunities in Africa and the Caribbean May 28-29 in New York.

The workshop, which will concentrate on five product and service areas known to have substantial market potential in Africa and the Caribbean, is sponsored by the Pan African Business Center and a number of cooperating sponsors including the Department of Commerce's New York office.

Officials and businessmen from more than 20 African and Caribbean countries are to appear on panels during the sessions at the Hotel Plaza. Their presentations wil be interwoven with addresses by high-level U.S. businessmen who are specialists in the featured product and service categories. These are: money and banking; chemicals and petrochemicals; food production and processing; construction; electrical and electronic components and equipment.

Participating countries are Algeria, Bahamas, Barbados, Botswana, Cameroon, Gabon, Ghana, Ivory Coast, Jamaica, Kenya, Lesotho, Mauritania, Morocco, Niger, Nigeria, Sierra Leone, Somalia, Sudan, Tunisia, Togo, Trinidad and Tobago, Zaire and Zambia.

Official Trade Briefs

This article is another in a series of reports that describes actions affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Staff's Office of International Trade Policy.

THE PRESIDENT

Oil Tariff: The President postponed until June 1 a $1-a-barrel increase in the duty on imported oil, which originally was scheduled to become effective April 1. The higher tariff had already been delayed from April 1 to May 1, and now has been postponed for an additional 30-day period.

International Coffee Agreement: The President sent to the Senate for its advice and consent the Protocol for the continuation in force of the International Coffee Agreement. The Protocol, which contains no operative economic provisions, preserves the structure of the International Coffee Organization (ICO) through Sept. 30, 1976. The ICO will continue to provide statistical information and technical studies on developments in world coffee markets and will provide a forum for the discussion and possible eventual negotiation of a new coffee agreement.

Commission on Supplies and Shortages: The President has designated four senior officials of the Executive Branch to serve as members of the National Commission on Supplies and Shortages. They are: William Simon, Secretary of the Treasury, who will chair the Commission; L. William Seidman, Assistant to the President for Economic Affairs; James T. Lynn, Director of the Office of Management and Budget; and Alan Greenspan, Chairman of the Council of Economic Advisers. Other members of the Commission are Senators Brock and Tunney, and Reps. Rees and Stanton. In addition, the President will appoint five members of the Commission from the private sector.

The Commission will report to the President and the Congress on specific recommendations with respect to institutional adjustments, including the advisability of establishing an independent agency to provide for comprehensive data collection and storage, which may be necessary for examination and analysis of supplies and shortages in the economy of the United States and in relation to the rest of the world. The Commission has until June 30 to report specific recommendations to the Congress and the President, and has until Dec. 3 to submit other reports and recommendations as it deems appropriate.

Romanian Trade Agreement: The President on April 24 issued a proclamation that has the effect of granting nondiscriminatory (Most-Favored-Nation) status to the Socialist Republic of Romania. The Proclamation, which followed the signing of an Agreement on Trade Relations between the United States and Romania on April 2, cannot become effective until approved by Congress by concurrent resolution pursuant to procedures established by the Trade Act (see Committee Hearings—House).

The President also issued an Executive Order waiving that section of the Trade Act which forbids the extension of nondiscriminatory treatment to any country which places restrictions on the right or opportunity of its citizens to emigrate. The President is authorized to waive the freedom of emigration requirements if he reports to Congress that the waiver will substantially promote the freedom of emigration objectives and that he has received assurances that the emigration practices of that country will substantially lead to those objectives (see *Commerce Today*, Jan. 6).

SPECIAL TRADE REP.

Notice of Hearings: Ambassador Frederick B. Dent, the President's Special Representative for Trade Negotiations, announced May 1 that the Administration will begin a series of public hearings in June at which all interested parties may present their views relating to any matter relevant to the upcoming Multilateral Trade Negotiations and to implementation of the U.S. Generalized System of Preferences (GSP). The hearings are being held pursuant to requirements of the Trade Act of 1974, which provides for extensive opportunities for the receipt of advice from the public on the negotiations and GSP. The hearings will be complementary to similar International Trade Commission (ITC) hearings. While the ITC hearings focused on proposed U.S. duty modifications and the effect of duty free treatment under GSP on U.S. producers and consumers, the Administration hearings will cover any matter relevant to the negotiations and GSP.

The hearings, which will be conducted by the government's new interagency trade organization, the Trade Policy Staff Committee, will be held in major centers of commerce throughout the country as well as in Washington. Requests to present oral testimony must be received by Friday, May 23, and all briefs must be received by Friday, May 30. Questions regarding the hearings should be addressed to the Chairman, Trade Policy Staff Committee, Room 729, 1800 G Street, N.W., Washington, D.C. 20506.

THE CONGRESS

Committee Hearings—Senate: The Committee on Commerce held a hearing April 24 on the nomination of Rogers C. B. Morton to be Secretary of Commerce. The nomination was favorably reported by the Committee and was confirmed by the Senate on April 25. (The swearing-in occurred on May 1.)

The Subcommittee on Merchant Marine of the Committee on Commerce on April 11 concluded hearings on S.868, to provide for minimum rate provisions by nonnational carriers in the foreign commerce of the United States. The bill provides that third flag vessels carrying freight between the United States and any other country cannot charge rates lower than the lowest rate set by a national carrier of the countries involved in the trade, unless the third flag carrier is able to prove that his rate is compensatory on a fully distributed commercial cost basis.

The Subcommittee on Foreign Commerce and Tourism of the Committee on Commerce held hearings April 28 and 29 on proposed reductions in the budget for export promotion programs and changes in fees for services provided by the Commerce Department. Assistant Secretary of Commerce Tilton H. Dobbin was among those testifying.

A subcommittee of the House Appropriations Committee announced that it wil hold a one-day public hearing on May 20 on the proposed budgets for several Departments, including the Commerce Department's export expansion program.

The Commitee on Government Operations on April 24 began hearings on S.1439, which would reorganize export control functions in the federal government. The bill would delegate all authority to regulate exports of certain strategic and sensitive materials to the Commerce Department. Control over such exports presently is shared by several government departments.

The Subcommittee on International Economics of the Joint Economic Commitee began hearings to consider the Administration's proposal for a common oil price floor.

Committee Hearings — House: The Ways and Means Committee, in a markup session on H.R. 5005, The Energy Conversion and Conservation Act, considered but rejected by a vote of 28-7 a proposal to assess a 10 percent duty on all automobiles imported into the United States above a ceiling of 125,000 autos per month unless certain local content requirements were met. The proposal would have required all imported autos in excess of the 125,000 per month level to contain at least 10 percent components of U.S. origin if the U.S. unemployment rate exceeded 6 percent for three consecutive months. The U.S. component requirement would have increased in yearly stages

from 10 percent in 1976 to 50 percent in 1980 and thereafter. At this writing, the Committee was still considering various proposals to implement an automobile fuel efficiency tax, while the Subcommittee on Energy and Power of the Committee on Interstate and Foreign Commerce was also considering mandatory fuel efficiency regulations for automobiles.

The Subcommittee on Trade of the Committee on Ways and Means on April 23 and 24 held hearings on numerous duty suspension bills, including: H.R. 1672, to suspend for a three-year period the duty on mustard seed; H.R. 1794, to suspend the duty on natural graphite for five years; H.R. 2180, to amend the Tariff Schedules of the United States (TSUS) to suspend the duty on certain aircraft components; H.R. 2826, to suspend for a temporary period the import duty on tungsten ore; H.R. 3357, to suspend until June 30, 1976, the duty on catalysts of platinum and carbon used in producing caprolactam; H.R. 3361, to suspend the duty on open-top hopper cars exported for repairs before June 30, 1975; H.R. 3976, to suspend until the close of June 30, 1977, the duty on calcined petroleum coke; H.R. 4250, and H.R. 4765, to amend the TSUS to provide that certain forms of zinc be admitted duty free; H.R. 4994, to provide for the free entry of a pipe organ for the Lutheran Church, Honolulu, Hawaii; H.R. 5009, to suspend for a three-year period the duty on typewriter parts; H.R. 5436, to provide for the temporary suspension of duty on the importation of silver nitrate; H.R. 5509, to amend the TSUS to provide duty-free treatment of watches manufactured in any insular possession of the United States if foreign materials do not exceed 70 percent of the total value of such watches; H.R. 5629, to provide for the duty-free entry of binder twine and bailer twine made of man-made fibers; H.R. 5766, to continue for a temporary period the existing suspension of duty on certain istle; H.R. 6125, to suspend the duty on wood particle board; H.R. 6147, to extend for 3 years the period during which certain dyeing and tanning materials may be imported free of duty; H.R., 6253, to amend the tariff schedules to provide for mixed animal feeds containing soybeans; and H.R. 6254, to provide for the temporary suspension of duty on the importation of fluorspar.

Sometime later in May the Subcommittee on Trade is expected to hold hearings on H.R. 5897, which would amend the Trade Act of 1974 to allow the extension of the Generalized System of Preferences to OPEC countries which did not participate in the oil embargo.

The Subcommittee on Trade also announced that it would hold hearings on May 7 and 8 on House Concurrent Resolution 252, providing for Congressional approval of the Agreement on Trade Relations between the United States and the Socialist Republic of Romania and the extension of non-discriminatory (MFN) treatment to the products of Romania. The Committee is holding these hearings pursuant to the Trade Act of 1974, which provides for Congressional approval of trade agreements with and nondiscriminatory treatment for most non-market (Communist) countries.

The Subcommittee on Labor Standards of the Committee on Education and Labor held a hearing on the impact of auto imports on unemployment in the United States. No specific legislation was under consideration, but the hearings may be continued at a later date.

The Subcommittee on Interior and Related Agencies of the Committee on Appropriations on April 21 held a hearing on H.R. 5510, to authorize the payment by the U.S. Government to the Government of the Virgin Islands of oil import license fees collected for imports of oil into the United States from the U.S. Virgin Islands.

The Subcommittee on Trade and Commerce and the Subcommittee on International Organizations of the Committee on International Relations were scheduled to begin hearings on H.R. 6382, to amend the Foreign Assistance Act of 1961 with respect to Cuba, on May 8. The bill would remove the primary embargo against Cuba as well as the prohibition of aid to nations that trade with Cuba or whose ships enter Cuban ports. The bill does not authorize foreign assistance, trade credits, or Most-Favored-Nation status for Cuba.

New Legislation: Since the opening of the 94th Congress, 293 trade and related bills have been introduced. Proposed legislation not previously reported in this column includes: S. 1303, to regulate the foreign commerce of the United States by providing means to assure full disclosure of significant foreign investment in the United States; S. 1316, to amend the Federal Food, Drug, and Cosmetic Act to prohibit the export of any drug from the United States unless an application for approval of such drug has been obtained under section 505 of such act; S. 1439, to reorganize certain export functions of the Federal Government to promote more efficient administration of such functions; S. 1461, to establish a Task Force on petrodollars; S. 1515, to amend the Internal Revenue Code of 1954 to reduce U.S. dependence on foreign petroleum; S. 1523, to eliminate the foreign tax credit for taxes paid in connection with foreign and related income; S. 1543, to remove the Jones Act prohibition against the use of foreign vessels to transport freight between Alaska and the continental United States; S. 1592, to authorize the disposal of chemical grade chromite from the national stockpile; H.R. 5913, to prohibit actions by U.S. exporters which have the purpose or effect of supporting restrictive trade practices or boycotts imposed against countries friendly to the United States by other foreign countries;

H.R. 5948, to provide for the review of petroleum import support contracts and to provide for authority for the Government to enter into foreign supply contracts for petroleum; H. R. 5964, to amend the Securities Exchange Act of 1934 to require notification by foreign investors of proposed acquisitions of equity securities of U.S. companies; to authorize the President to prohibit any such acquisition as appropriate for the national security, to further the foreign policy, or to protect the domestic economy of the United States; and to require issuers of registered securities to maintain and file with the Securties and Exchange Commission a list of the names and nationalities of the beneficial owners of their equity securities; H.R. 6082, to prohibit the transfer of nuclear materials to countries which have not ratified the treaty on Nonproliferation of Nuclear Weapons; H.R. 6083, to extend for 3 years the period during which certain dyeing and tanning materials may be imported free of duty; H.R. 6124, to extend for an additional temporary period the existing suspension of duties on certain classifications of yarns of silk; H.R. 6125, to suspend the duty on wood particle board; H.R. 6154, to establish a national policy relating to conversion to the metric system in the United States;

H.R. 6177, to establish a program for planning and coordinating the conversion of the United States to the metric system of measurement; H.R. 6212, to amend the Federal Meat Inspection Act to require that imported meat and meat food products made in whole or in part of imported meat be labeled "imported" at all stages of distribution until delivery to the ultimate consumer; H.R. 6215, to suspend for a 2-year period the duty on vanadium pentoxide (anhydride); H.R. 6241, to provide for the participation of the United States in the African Development Fund; H.R. 6253, to amend the TSUS to provide for mixed animal feeds containing soybeans; H.R. 6254, to provide for temporary suspension of duty on importation of fluorspar; H.R. 6264, to provide for conversion of the United States to the metric system; H.R. 6267, to suspend until June 30, 1978, the duties on magnesium and magnesium alloys; H.R. 6277, to suspend for a 3-year period the duty on typewriter parts; H.J.Res. 410, to protect U.S. domestic and foreign policy interests by making fair employment practices in the South African enterprises of U.S. firms a criteria for eligibility for government contracts; House Concurrent Resolution 252, approving the extension of non-discriminatory treatment to the products of the

Socialist Republic of Romania; H.R. 6382, to amend the Foreign Assistance Act of 1961 with respect to Cuba; and H.R. 6500, to protect collectors of antique glassware against the manufacture in the United States or the importation of such glassware.

INT'L TRADE COMMISSION

International Commodity Code: The Commission has released for public comment a draft report on development of an international commodity code adaptable for modernized tariff nomenclature purposes and for recording, handling, and reporting of transactions in national and international trade. The draft report discusses the need for a comprehensive code, sets forth the concepts and principles which should underlie its formulation, and suggests methods for its development and maintenance. Interested parties are urged to submit written statements of comment not later than May 19, to the International Trade Commission, Washington, D.C. 20436.

Dumping Cases: Having received advice from the Treasury Department that **lock-in amplifiers and parts thereof** from the United Kingdom are being, or are likely to be, sold at less than fair value, the Commission instituted an investigation to determine whether an industry in the United States is being or is likely to be injured, or is prevented from being established, by reason of the importation of such merchandise into the United States.

The Commission also announced that, pursuant to requirements of the Trade Act of 1974, it did not determine that "there is no reasonable indication that an industry in the United States is being or is likely to be injured, or is prevented from being established," by reason of the importation of **butadiene acrylonitrile rubber** from Japan apparently sold at less than fair value. As a result, the Treasury Department will be required to continue its dumping investigation on this product.

TREASURY DEPARTMENT

Countervailing Duty Cases: The Department announced that a final determination has been made in the countervailing duty investigation of **dairy products** exported from the European Community. The Department reported that, as a result of extensive discussions between representatives of the Commission of the European Community and the U.S. Government, the EEC has taken a number of significant actions to modify its system of restitution payments as it applies to dairy exports to the U.S., including the suspension of restitutions on cheeses for further processing. These actions have in a large part met the concerns of representatives of the domestic U.S. dairy industry and the U.S. Government that the EEC restitution system resulted in unfair competition for domestic producers. It has therefore been determined that the EEC restitution system for dairy products does constitute a bounty or grant within the meaning of the U.S. Countervailing Duty Law. However, the Department also determined that, pursuant to Section 331 of the Trade Act of 1974, the imposition of countervailing duties on certain cheeses from the EEC will be waived. Countervailing duties will not be imposed on those EEC cheeses still benefitting from restitution payments during the period of applicability of the waiver provision, and so long as the statutory criteria continue to be met. The waiver must be revoked if the basis supporting the determination ceases to exist, or if the invocation of the waiver is overridden by either house of Congress.

The waiver applies only to certain high quality specialty and table cheeses and not to those products, more generally used for processing, which directly compete with domestically produced cheese. As EEC restitutions on the latter have been removed, no bounty or grant has been found to exist. Consequently, no additional countervailing duties will be imposed on those products so long as restitution payments are not being made.

In addition, the Department announced the initiation of a countervailing duty investigation on **glazed ceramic wall tile** from the Philippines.

The Treasury has amended a previously announced countervailing duty investigation on **leather products** from Argentina, restricting the investigation to **leather footwear** at the request of the petitioner. As the Department is already conducting a similar investigation on **non-rubber footwear** from Argentina, the leather products investigation will be incorporated into the investigation on non-rubber footwear.

Dumping Case: The Department announced that **chicken eggs in the shell** from Canada are not being, nor are likely to be, sold at less than fair value.

U.S., IRAN BUILD COMMERCIAL RELATIONSHIPS—*Recent developments in the economic field affecting the United States and Iran included a meeting in Washington last month of the Committee on Economics and Finance of the U.S.-Iran Joint Commission, and a major shipment (photo above) of International trucks. The Committee agreed, among other details, to set up a Working Group on Transportation Infrastructure to aid Iran in land, air and sea transport development. The 150 trucks shipped by International Harvester out of Baltimore recently were the first in a $50 million, 2,000-truck order.*

PROCESS CONTROL INSTRUMENTS—*During Milan Trade Center show, Ing. Gori of Honeywell Italia explains the features of the company's keyboards on display.*

U.S. Process Control Instruments Salable In Italy, Exhibitors Find

Systems for process control functions are highly salable in Italy—as the need for automation grows—and they should continue to find market potential for some time into the future. Forty-four U.S. firms, 15 of which had been selling for less than one year in the Italian market, participated in a process control instrumentation exhibition in Milan and found conditions much better than reports concerning Italy had indicated.

The firms at the exhibition represented a good sampling of process instruments, computers, and industrial measuring apparatus. With more than 2,600 buyers visiting the event, exhibitors could verify that the Italian market picture is not as black as has been pictured. Buyers were without doubt cautious and reserved in their buying; but all medium- and large-process industries realize that with labor costs soaring, automation of their plants, in the long run, must be the solution.

Favorable prospects

The three exhibitors showing automation equipment for special applications, two of which were more laboratory equipment oriented, reported good sales results and leads. Laboratory saws and grinders found interested buyers and produced $15,000 immediate sales and $110,000 expected sales.

Telemetry equipment shown by three exhibitors was also well received. Potentiometers, thermocouples and transducers were the best selling products in this category. Components, while somewhat out of theme for this show, did sell and were of interest to some of the visitors. Precision dials and high-voltage caps sold well.

As reported in the Dec. 9 issue of *Commerce Today*, page 25, the show produced floor sales of almost $207,000, and a 12-month sales projection of $3.8 million, $1.5 million by new-to-market firms.

Plant Engineers Plan Show

The Society of Manufacturing Engineers is sponsoring INTERMEXPO, an International Conference and Exposition for Manufacturing in Mexico and Latin America in Mexico City next Feb. 17-20. The aim is to update Mexican and Latin American industry on new technologies and provide a demonstration forum for new equipment. Write: Public Relations Dept., Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich. 48128.

U.S. Aviation Items Get Solid Reception At Milan Exhibition

As Italy's aviation industry continues to grow, U.S. producers will find equally growing commercial opportunities.

This market appraisal was confirmed recently by exhibitors of avionics and airport equipment at the Milan U.S. Trade Center. The exhibition, the first on this theme at the Milan Center, was visited by representatives of the entire Italian industry—industrials, military experts, and governmental and municipal authorities. The 27 U.S. manufacturers showed and demonstrated their air/ground avionics and airport support equipment.

In avionics, both general and specialized (primarily military) aviation, instrumentation was well received. Among the best sellers were annunciators, digital radar, encoding altimeters, vertical instruments, inverters/converters Tacan navigation systems, weather radar, beacon finders, and ground proximity warning systems. In terms of number of exhibitors, it was this sector of avionics which was most represented in the show. Approximately $12 million of the $16 million in sales projected for the next year (see *Commerce Today*, Feb. 3, p. 25) was recorded in the avionics sectors.

In airport support equipment, air traffic control systems were of prime interest. There were three different types of these systems, each attracting lively attention

AVIONICS INSTRUMENTS — *Representative of Collins Radio, Dallas, explains instrument panel during recent aviation equipment exhibition at Milan Trade Center.*

Stockholm Leisure Time Show Reveals Strong Market For Top-Of-Line Goods

The U.S. Leisure Time Exhibition at the U.S. Trade Center for Scandinavia recently provided ample evidence that the Nordic market is ripe for novel, high-quality leisure and sporting goods.

The show featured a wide spectrum of products—sporting goods, recreational equipment, indoor games, sports aircraft, recreational vehicles, sports clothing, high-energy protein foods. Buyers in the sophisticated Nordic market showed most interest in products with new design features.

U.S. boats and accessories drew favorable attention despite the fact that Scandinavia is itself a major producer of these craft. There are an estimated 525,000 pleasure boats in Sweden or one for every 16 inhabitants. Swedish families are tending to purchase larger, slower craft for weekend use. Interest in fiberglass boats has soared in recent years.

Swimming pools were another attention-drawing item at the show. Despite Scandinavia's abundance of natural lakes and waterways, the domestic swimming pool is considered a high-priority luxury item for larger-home owners.

Several games displayed ranked high in interest. Pool and billiards, which have only recently become popular in Scandinavia, attracted favorable attention and should offer excellent sales opportunities. Practice rebound nets, badminton, paddleball, and volleyball equipment also have sales potential. New types of indoor hockey equipment generated interest among educational experts.

Camping vehicles are a lively sales item in Sweden. The camper population rose from 55,000 in 1970 to 70,000 in 1973 and sales are expected to continue at 8 to 10,000 per year. Against this background, a U.S. camper vehicle was well received at this show.

In an area where as many as one-fourth of the population enjoys fishing, high-quality fishing lures at the exhibition met with success. However, standard fishing gear—already readily available on this market—fared less well. The same pattern appeared in the sporting clothes field. High-quality down-filled outdoor jackets attracted great interest while common types of outdoor sports clothing performed less well.

The Scandinavians, living in a habitat replete with mountains, wooded areas, lakes and streams, are naturally "out-of-doors" people. With the shorter work week, longer vacations and higher income, they now have more leisure time and more money to spend on recreational products.

Exhibitors who are newcomers to the Nordic market area fared especially well. As reported in the March 31 issue of *Commerce Today*, page 35, they projected their sales over the coming year at about $4.4 million.

Sao Paulo Buyers Like U.S. Printing, Package Systems

The 70 U.S. companies participating in a recent Commerce-sponsored exhibition of printing, packaging, and graphic arts equipment in Sao Paulo concluded more than $1.5 million in actual sales. Some kinds of equipment sold much more readily than others, however. More than $16 million in orders is the exhibitors' estimate for the next year, including $5.9 million by new-to-market firms.

The U.S. exhibition, PRINT PACK USA, was part of the Brazilian 7th FIEPAG International Trade Fair that attracted more than 50,000 business visitors. It featured technologically advanced packaging, printing, and graphic arts equipment and related machinery.

Equipment that sold well included: web offset presses; equipment which produces paper products such as napkins, towels and tissue products; plastic baggage machinery; plate-making and photo processing equipment for the graphic arts; machinery producing packaged snack food items; stencil machinery; rotary machinery producing roll-to-roll pressure sensitive labels; cookie sandwiching and packaging equipment; and equipment for the application of hot melt adhesives by spray technique.

Moderate success was registered in these product categories: twist-tie machinery for applying plastic/paper ties to bags; collaring machinery and plastic laminating equipment; and automatic tablet counting machinery and cottoning equipment for the pharmaceutical industry.

Equipment which did not sell included labor saving end-of-line machinery specifically geared to high speeds to produce for large markets. Examples were multi-purpose case sealers and automatic stackers for the publishing industry. The market in Brazil for this type of equipment is evidently still several years away.

As for the medium- to long-term outlook for doing business in printing and packaging machinery, U.S. companies should constantly explore not only exporting opportunities but also licensing, joint venture, and subsidiary manufacturing. The Brazilian government is encouraging development of local industry, so that each year some lines which formerly could be profitably exported to Brazil become unprofitable.

U.S. Exhibition Results In Brief

The following summary reports have been received on U.S. overseas commercial exhibitions. Further details and marketing data derived from these exhibitions will be published as available.

Livestock Equipment & Veterinary Supplies. Offsite at International Verona Agricultural Fair, Verona, Italy, March 12-19. Joint Export Establishment Program (JEEP). Exhibitors, 5. Floor sales, $39,-600; 12-month projection, $1.4 million. Representatives/distributors appointe,d 22; additional expected to be signed in next 12 months, 20.

Electronic Components, Milan Trade Center, March 24-27. Exhibitors, 29, representing 74 U.S. firms. Sales during show, $14,150; sales projected during next 12 months, $8.7 million, of which companies new-to-market expect $3.6 million. Good strong buyer contacts developed during show totaled 6,182.

Household Products. U.S. Trade Center, Tokyo. April 9-12. Companies 25, representing 32 exhibitors, of which 19 were new-to-market or -export. Immediate sales, $27,000; anticipated sales in following 12 months, $3.2 million, of which companies new-to-market project $1.9 million. Fourteen of the 37 exhibitors sought agents/distributors; appointed, 1; under negotiation, 32.

Electronics Production and Test Equipment. U.S. Trade Center, London, April 15-18. Firms, 48, of which 17 were new-to-market, represented by 39 participants. Floor sales, $768,475; projected next 12 months, $8 million, of which companies new-to-market estimate $3.6 million.

American Book Fair. U.S. Trade Center, Sydney, April 16-20. Exhibitors, 21, representing 90 U.S. companies. Floor sales, $245,112; projected for next 12 months, $5 million, of which $221.025 was by the 13 new-to-market exhibitors. Six old to-market exhibitors each surpassed $10,000 in floor sales, and 10 old-to-market exhibitors each reported 12-month sales projections in excess of $100,000.

Municipal Technology Fair

Scandinavia's leading fair in municipal technology, KOMMUNALTEKNIK '76, has been scheduled for Stockholm May 31-June 4, 1976, in conjunction with a world congress of municipal engineers and three Swedish congresses of water, sewer and refuse collection administrators. U.S. firms interested in participation may write: KOMMUNALTEKNIK '76, AB St. Eriks-Massan, S-106 80 Stockholm, Sweden.

Worldwide Business Outlook

Mexico Aims To Maintain Reasonably High Growth

Mexico's real GDP growth, which declined from 7.6 percent in 1973 to about 6 percent in 1974, this year is not expected to exceed 5 percent and may be lower, according to the U.S. Embassy in Mexico City. The government's determination to maintain a reasonably high rate of economic growth, however, should result in higher levels of imports. A considerable quantity of capital goods will be imported this year, and large amounts of foreign foodstuffs will be required for at least several years.

Not surprisingly, petroleum led Mexico's growth in 1974, and is expected to be a leading sector this year as well. The agricultural sector rebounded somewhat with output increasing 2.2 percent after dropping in 1973. Output in the manufacturing sector, which has generally led the economy, slipped somewhat in 1974, increasing only 5.5 percent. Mexico's economic growth in 1974 was supported by large increases in public sector spending. Private investment probably did not grow in real terms.

Mexico's trade deficit increased by $1.4 billion to total $3.2 billion in 1974. The current account deficit increased by a similar amount and was $2.6 billion for the year. Net long-term capital inflows were $2.5 billion, of which public sector borrowing was just over $2 billion. Direct investment inflows were $273 million, somewhat below the year-earlier figure. Other transactions entering the balance of payments were such as to result in a small ($36.9 million) increase in the Bank of Mexico's official reserves.

The 1975 budget for the public sector (the federal government plus most government-owned companies) is relatively tight. Agriculture is the major beneficiary of increased spending. This reflects concern over the stagnation in agricultural production when faced with large import requirements and high prices for these commodities, and a population growth rate of 3.5 percent, one of the highest in the world. The iron and steel, energy and electricity sectors will also receive increased funds.

Because of new and increased taxes, the public sector's borrowing requirements are expected to decline in 1975 and it is expected that these requirements can be met from domestic and external sources without recourse to inflationary borrowing from the central bank. The question is whether the public sector can stay within its budget targets. It has not done so in recent years, but the government is exercising greater controls over spending.

Most observers expect the economy to grow between 4 and 5 percent in real terms in 1975. The slower growth rate reflects reduction in the rate of growth of aggregate demand due to fiscal and monetary policies, the effect of the world economic slowdown on Mexico's exports of goods and services, and the lack of growth of private investment. The manufacturing sector, particularly industries producing consumer goods, will probably grow at a slower rate than last year. Petroleum, mining, electrical power and related industries should enjoy a high growth rate. Agriculture is more of a question mark, but industries serving the agricultural sector should benefit from the infusion of government funds. Given normal weather conditions, output of basic food crops should show considerable improvement.

Due in large part to crude oil exports, which should amount to about $500 million in 1975, Mexico should be able to stop and reverse somewhat the deterioration in balance of payments on current account. This will still leave a substantial financing problem, but this should be manageable. Mexico's credit rating due to its traditional good economic management and the possibility of it becoming a major oil exporter should enable it to continue to raise new funds. In addition, Mexico's interest rates have regained their premium over interest rates in the U.S. and eurocurrency markets, thereby attracting funds once again to peso-denominated financial instruments.

Many forecasters are projecting a year-to-year price increase (GDP deflator) of between 12 and 15 percent in 1975. The increase in prices throughout the year may be less. There is a great deal of uncertainty as to what is going to happen to world prices and how these will affect prices in Mexico. Should the government be able to avoid a major wage increase in 1975 and live within its proposed budget, domestic inflationary pressures should be reduced substantially.

Strong import demand

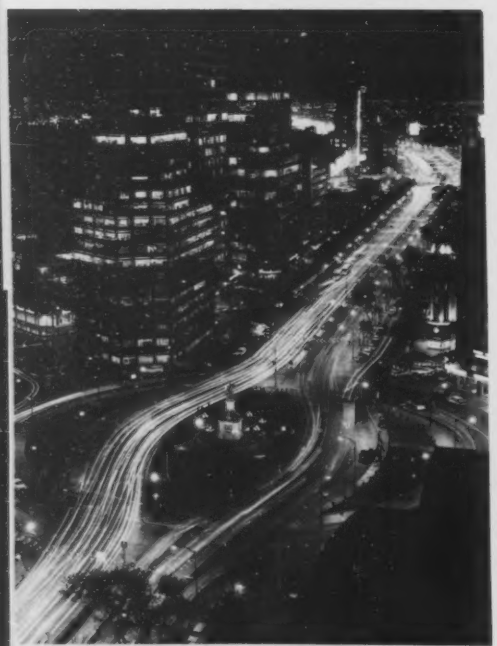
Foodstuffs, as well as capital goods, particularly in the priority areas of petroleum, iron and steel, and electrical power, will be in high demand.

While Mexico is attempting to diversify its foreign trade, the long-established ties between Mexico and the United States, plus the service facilities established by U.S. manufacturers there and proximity to the market should enable aggressive U.S. suppliers to maintain their market shares.

U.S. exporters to Mexico should take note of the Mexican tariff code, which was substantially revised at the end of 1974. The new tariff schedule groups goods in the following categories with ad valorem rates: raw materials—5-15 percent; machinery and equipment—20 percent; non-luxury finished goods—35 percent; luxury goods—50-75 percent.

Mexico is attempting to tighten up procurement practices of the public sector. An inter-agency committee was established in March to screen all purchases of foreign goods. The new rules allow procurement of foreign goods only as an exception, and reflect concern over the high level of public sector imports ($2,162 million in 1974). As most of these imports consisted of foodstuffs, crude oil, and capital goods not available locally, it can be expected that large-scale public sector imports will continue through 1975 and beyond.

Foreign direct investment is welcomed on Mexico's terms. The Foreign Investment Board, established under the 1973 Foreign Investment Law, has caught up with the backlog of investment applications and is now reportedly able to act on applications within two or three months. Over the past several years, the percentage of capital flows accounted for by direct investment has declined while the volume of fixed-term loans has increased. The increase in Mexico's external



MEXICO CITY AT NIGHT—*Income from crude oil exports is helping Mexicans avoid recession. Growth is still near 5 percent.*

debt in the past several years has been substantial, though figures on this are not published.

The U.S. Embassy, in particular the economic and commercial sections, provides a wide range of services to the business community and can elaborate on this report for interested businessmen. The U.S. Trade Center in downtown Mexico City provides an easy and economical means for a U.S. company to display its products in Mexico.

Austria's Expanding Market Is Worth Serious Attention

Austria's imports from the United States amounted to more than a quarter of a billion dollars last year. That is not negligible business but the figure might have been double if American suppliers were doing the selling job in Austria they are doing in West Germany and Switzerland, according to Joe Lill, Commercial Attache at the U.S. Embassy in Vienna.

In 1974, Austria's imports amounted to $9.6 billion, of which $276 million (2.9 percent) came from the United States. Exports totaled $7.1 billion, $248 million to the United States. Foreign trade prospects for this year are difficult to predict, Lill continues. According to a report of the Austrian Institute of Economic Research published in March, Austrian industry is experiencing a downward trend for the first time in six years with both domestic and foreign demand falling off and excess capacity appearing in many small and medium-size plants. On the other hand, unemployment, less than 3 percent, is still very low, recent income tax reductions have put more money into consumers' pockets, tourism was unexpectedly good this past winter, and Austria is comfortably set with foreign exchange reserves.

Hence, while Austria has begun to feel the effects of international recession, the country's economy appears in better condition than those of most other industrial countries. Expectations are that real GNP growth will reach between 2.5 and 3.5 percent in 1975 after a 4.5 percent rate last year.

The dollar has depreciated 38 percent vis-a-vis the Austrian schilling since May 1971. Despite this apparently tremendous incentive to "buy American," the U.S. share of the Austrian import market has continued to hover around 3 percent during the past five years. If U.S. business supplies 7.8 percent of the West German and 6.5 percent of the Swiss market, why isn't it doing better in neighboring Austria?

There are several factors over which the U.S. exporter has no control. The inflation rate of West Germany, which supplies 41 percent of Austrian imports, has been the lowest in the OECD. Moreover, the Austrian schilling is closely tied to the deutschemark so that the schilling's purchasing power has not suffered from German revaluations. The progressively decreasing tariff rates between Austria and EEC (most have already been lowered by 60 percent and will be entirely eliminated by 1977) are an important factor in higher duty items. Distance and freight rate differentials are also important factors, as are the long-established trading relationships between Austria and its neighbors.

Main reasons for the relatively poor U.S. showing in the Austrian market, however, lie with American suppliers. These are some comments Lill heard from Austrian traders and conclusions he reached:

- Many U.S. firms assign the Austrian market to representatives in West Germany or elsewhere in Europe. These representatives tend to neglect what they consider a "marginal" market, not actively pursuing sales but satisfied to handle business that falls into their laps. Local distributors are reluctant to act as their sub-agents, not only out of self-esteem but also because the European intermediaries raise prices to a level which makes the merchandise uncompetitive or unprofitable. Why the extra middleman when perfectly capable, knowledgeable and aggressive Austrian firms are available to market the product?

- Some U.S. manufacturers err in the other direction by attempting to penetrate the Austrian market through direct sales to end users. This method is effective in some cases—particularly with bulk raw materials and, sometimes, with high value equipment. Usually, however, a local agent or distributor is needed who knows the market, can counsel his principal on trade customs, prepare bids and participate in tenders (in some cases foreign as well as domestic bidders must be licensed to do business in Austria), arrange for appropriate financing when required, and provide after-sales service and parts.

- Regarding payment terms, many American exporters forget that Austria is a very competitive market. Their "company policy" often requires letters of credit when their European competitors are selling an open account with discounts of 2 to 6 percent for prompt payment. An American firm recently required a letter of credit for a $200 order from its long-time Austrian distributor (the L/C charges were $16 compared with $1.50 for a simple foreign exchange transfer). Solid and well-known industrial enterprises, including large state-owned companies, are also accorded this kind of treatment. An otherwise attractive offer may well be brushed aside because payment terms are less liberal than customary in the market. Stringent payment requirements could probably be relaxed if full use were made of FCIA facilities.

- Many Austrians believe that Americans consider their market too small and far away to be of interest. Slow, poor quality American responses to Austrian inquiries often feed this impression. What the Austrian firm wants is prompt, specific product and price information on the exporter's line of goods.

There is a brighter side to the coin. There is growing interest among some American firms in the Austrian market and increased Austrian interest in American products. The U.S. Embassy in Vienna reported 48 percent more trade opportunities to the Department of Commerce in 1974 than in the previous year; these reports covered a wide product range, most notably foods, textiles, apparel, chemicals, fabricated metal products, electrical and non-electrical machinery, electronic equipment and scientific instruments. Austrian businessmen are showing lively interest in, and often attending, trade shows in the United States.

The U.S. Department of Commerce Overseas Business Report on *Marketing in Austria* (OBR 74-61, November 1974) provides excellent information and advice for American traders interested in the Austrian market.

Best prospects for increasing U.S. exports to Austria include: sophisticated metalworking machinery, a wide range of building and construction supplies and equipment, electronic components, computer peripheral equipment, electronic data processing supplies and accessories, and sophisticated health care and pollution control equipment.

Another reason for American interest in business relations with Austrian firms is heavy involvement of the latter in trade with East Europe. Many Austrian traders and manufacturers have salesmen who regularly travel in one or more of the East European countries. They are on the lookout for products and services complementary to their own lines that they can introduce to East Europe. These trade opportunities are also regularly reported through the Department of Commerce.

Over 240 American firms are established in Austria in a wide variety of manufacturing, sales and service activities. Of these, 100 also engage in East-West trade.

Indonesia Accelerates Project Work; Competitive Factors Favor U.S. Firms

Indonesia's economic performance has been mixed. The country has been successful in reducing inflation, but oil revenues, while substantial, have been somewhat disappointing.

The U.S. Embassy in Jakarta adds that Indonesia's fast-moving modern sector offers major opportunities for U.S. businessmen. Some $20 billion of major projects, private and government, are moving toward implementation. Major project expertise and experience and increased lending activities of the U.S. Export-Import Bank give American contractors and suppliers important competitive advantages.

During 1974, Indonesia's rate of inflation was more than halved, to a relatively benign 18 percent annual rate by early 1975. Initial satisfaction over the $2 billion windfall on net foreign exchange earnings from oil has changed to concern over a 35 percent decline in prices for most non-oil exports and sharp increases in import costs. Because of high oil stocks in Japan, selective adjustments may be necessary to enable Indonesia to sustain output and marketing levels.

In development finance, the IBRD, ADB and some other donors, in recognition of Indonesia's improved export position, have hardened aid terms but expanded lending to Indonesia. The government has also achieved some success in developing new foreign government and commercial bank funding sources to finance its ambitious list of major projects.

In agriculture, production growth was favorable last year, more than recouping setbacks from the 1972/73 drought. Industrial and investment growth was generally rapid, but timber, rubber, electronics, housing construction and some textile firms suffered from adverse business conditions. Indonesia's investment climate is clouded by persistent uncertainty over how and to what extent the government will carry out its more restrictive investment policies.

To restore momentum to its development effort after extended concentration on inflation and financing problems, the government in late 1974 announced ambitious development budget increases and a 40 percent increase in the floor price for rice. These measures should, if effectively enforced, stimulate output and employment and help redress deterioration in relative farm prices and rural income.

Indonesia's $20 billion economy reflects more than ever a strong dualism. The small (employment-wise) but highly capital intensive and productive modern sector (oil, mining, construction, resource processing, transportation and industry), is expanding at a dramatic 15-25 percent annual rate. It largely bypasses the predominant agricultural sector, which is growing at perhaps 4-5 percent in good years (against population growth of about 2.5 percent). Government revenues and the modern elite—professionals, skilled, managers, administrators and bureaucrats—benefit handsomely, and the visible growth of incomes in Jakarta dramatizes the limited progress made in rural areas.

Indonesia boasts one of the most impressive lists of pending major projects of any developing nation in the world. In this economy with a $20 billion current GNP, roughly $20 billion of major projects or investment programs, government and private, are now either in early stages of implementation, ready to go, seeking financing, or in advanced planning stages. These are heavily concentrated in LNG ($3 billion), steel ($2.4 billion Krakatau steel complex), nickel mining ($2.1 billion), coal mining ($2.1 billion), petrochemicals and fertilizers ($2.5 billion), alumina and bauxite (2.2 billion), oil exploration, production, refining and natural gas liquids ($2.0 billion), ocean transportation and electric power ($950 million each), telecommunications ($700 million), cement and highway construction ($400 million or more each). Of these projects, some $6.2 billion are largely financed but seeking partial funding; roughly $7 billion are about to seek funding and another $8 billion are in various stages of planning and negotiation prior to seeking financing. For the current status of major projects, write U.S. Embassy, Jakarta, Indonesia, Economic/Commercial Section, APO San Francisco 96356.

WAREHOUSED IN INDONESIA—*Director of Warehouse Operations R. J. Santoso shows U.S. Commercial Officer James J. Reilly one of hundreds of bales of Kodel polyester fiber, a U.S. product, stored in P.T. Bonded Warehouses, Indonesia, at the Tanjung Priok port area.*

U.S. market performance

The U.S. market share in Indonesia declined from 19 percent in 1973 to 17 percent in 1974, reflecting sharp reductions in PL-480 funding availabilities, and elimination of AID's commercial import financing assistance. U.S. agricultural exports to Indonesia dropped from $185 million (1973) to $95 million (1974); further decline is projected for 1975. Against a 20 percent increase in U.S. export value to $530 million (on decreased volume after adjustment for inflation), the value of U.S. imports from Indonesia more than tripled (to $1.7 billion), due mainly to a 3.5 fold increase in oil prices. In 1974 and prior years, the largest U.S. exports to Indonesia were construction and mining machinery, power and electrical equipment (total machinery and equipment exports were $189 million), transportation equipment (mainly aircraft), chemicals (mainly fertilizer), and raw cotton.

A big plus for future U.S. exports in 1975/76 is the resumption of U.S. Eximbank lending to official Indonesian entities, which began in October 1974. Within six months Eximbank authorized five loans and three Preliminary Commitments to the Government of Indonesia or its agencies for $124 million (40 percent of some $333 million of U.S. exports). Eximbank also approved loans of $41 million in support of $185 million of private project exports from the United States. Some $49 million of additional

Indonesian Government applications are pending early decision—the Exim portion of $123 million in additional U.S. exports. Moreover, U.S. firms have advantages in bidding on many major project opportunities which arise from their technical expertise and experience in large mining, LNG, petrochemical and similar projects, and from the success of U.S. design/construction and engineering firms in gaining prime contracts for these projects.

A further advantage, at least temporarily, is strengthened U.S. competitiveness vis-a-vis Japanese products, especially in power generation, process control, marine, automotive parts, mechanical handling, building systems and hardware exports. Recent depreciation of the dollar may augment this advantage.

Working against all but the Eximbank advantage is the overriding consideration of financing availability. Indonesia remains critically short of capital. Despite increased oil revenues, its abilities to obtain project financing remain circumscribed. Several major projects, both government and private, cannot be launched until the sponsor can complete mobilization of financing. European and Japanese firms frequently gain the decisive edge in competing to supply major projects by their aggressive use of and ease in arranging financial consortia which tie projects to contractors or sourcing in their countries. U.S. firms have the potential to compete with such arrangements if they are imaginative and alert in working with the U.S. Eximbank, and the Overseas Private Investment Corporation. The latter, a U.S. government agency which insures investments and credits to developing countries, is exploring possibilities for use of mideastern investment money in projects where U.S. investor equity is involved. Interested suppliers should address Marshall Mays, President, OPIC, 1129 20th St., NW., Washington, D.C. 20527 (phone 202-632-1804).

Major trade and investment opportunities sometimes attract individuals purporting to speak or act on behalf of the Indonesian Government. The government is now taking measures to control more closely and to reduce the number of officials speaking for it and its enterprises, in financing and procurement matters. Caution is urged in dealing with individuals claiming to be brokers, agents or representatives of the Indonesian Government, their agencies or enterprises. U.S. companies are advised to check with the U.S. Embassy or U.S. banks represented in Indonesia on the bona fides of such individuals and their documentation. In financing matters, the Ministry of Finance, Directorate General for Monetary Affairs and the Managing Directors of Bank Indonesia are the authoritative representatives of the Indonesian Government and its entities.

Fiji Is Developing Greater Interest In U.S. Products

Record prices for Fiji's three major export commodities — sugar, copra and gold—have combined to soften the blows to the Pacific islands of worldwide inflation and recession. The U.S. Embassy in Suva reports that inflation rates in Fiji were lower than those in many industrialized nations.

Hopes for the future were provided last year by important mineral discoveries, new industrial ventures, and the continued success of some development schemes. There were serious setbacks in important growth sectors, however, with tourism and construction suffering their first declines in more than a decade, and overseas investment taking a significant plunge.

The U.S. market share in Fiji has traditionally been small, around 4 percent of Fiji's imports. On the other hand, the United States ranks second only to the United Kingdom as a purchaser of Fijian products, primarily sugar, resulting in a chronic trade imbalance in Fiji's favor. This situation may be in for a change, for on Jan. 1, 1974, the two-tier Commonwealth Preference tariff system was eliminated in favor of a non-discriminatory single line system. In February 1974 Fiji broke its traditional sterling link and tied its currency to the U.S. dollar, a move which facilitated transactions with the U.S.

Larger purchases expected

These moves have resulted in a growing interest in and desire for a wide range of American goods. There has been a considerable amount of exploratory work done by local merchants, and this is expected to lead to larger purchases of American products. Fijian businessmen have expressed interest in many American goods, notably machinery, textiles, food and other consumer items. There is a widespread feeling among Fijian-owned firms that American products are likely to be of better quality and less expensive than the Australian goods which have traditionally dominated the market. On the other hand, most of the largest companies in Fiji are not locally-owned, and they are in general more reluctant to turn to new American suppliers.

There are a number of factors which should be taken into account by any U.S. firm which seeks to enter the Fiji market. In the realm of consumer goods, Fiji has something of a dual market, consisting of the local population and a large tourist market. The former is interested primarily in low cost goods while the latter provides a market for luxury products. Fiji's policy of placing low or no tariffs on many imports (notably cameras, watches, sporting goods, radios, and jewelry) encourages large purchases of these luxury items by visiting tourists. In the case of more ordinary consumer items manufactured in the United States, many, such as textiles, are considered to be of excellent quality but not price-competitive with such sources of supply as Hong Kong and Singapore. Others, including more advanced manufactured goods and most types of machinery, are competitive in both quality and price.

Many large U.S. multinational corporations are already represented in Fiji in one way or another, most often through Australian subsidiaries. This has placed a constraint on direct trade, for despite the wishes of many Fijian buyers, their inquiries to American-based multinational corporations are often referred to these Australian subsidiaries. It is also discouraging that many American firms have shown a reluctance to deal with a market as relatively small and remote as Fiji. Because of its small size Fiji presents an attractive market for small to medium-sized U.S. exporters who do not insist on shipping only in large quantities. Experience shows that firms located in the western United States are able to reduce shipping costs and difficulties, and so compete more successfully with Japanese, Australian and New Zealand firms. Companies in other parts of the United States are often handicapped by infrequent shipping facilities.

The 10 percent devaluations of the Australian and New Zealand dollars in September gave their already prevalent products an additional boost. Since that time, however, their shipping costs to Fiji have risen significantly, offsetting some of their original advantage. A number of American exporters have found it possible to sell at significantly lower prices than Australia and New Zealand despite their devaluations.

Because of the economic recession and the general belt-tightening it has caused, 1975 is unlikely to be a boom year for new imports. On the other hand, a large decline is not anticipated, and the United States can expect its share of the market to increase significantly as more importers discover the advantages of buying American products under the new tariff system. The Government of Fiji hopes to diversify its sources of supply and so welcomes the arrival of more American products.

The Government of Fiji encourages foreign investment. To date, most investment has been in tourism and mineral exploration. The government hopes to attract more investors for industrial development. Special interests at present are a sugar refinery, a wood pulp mill, and an oil refinery. Other recommendations by potential investors are welcomed and are examined on a case-by-case basis.

Calendar For World Traders

May 14—Columbus, O. — 7th annual Overseas Business Day. Sponsor: Ohio National Bank of Columbus.

May 14—New Orleans—FCIB Roundtable Conference, Marriott Hotel.

May 14—Seattle—1st World Trade Conference. Keynote speaker: Tilton Dobbin, Asst. Secretary of Commerce for Domestic and International Business.

May 15 — Des Moines — Central Iowa World Trade Club meeting.

May 16 — Biloxi, Miss. — World Trade Evening seminar and banquet, Broadwater Beach Hotel. Sponsors: Mississippi Marketing Council, U.S. Department of Agriculture, Alabama-Mississippi District Export Council.

May 18-19—Hershey, Pa.—International Engineering and Construction Industries Council meeting. Commerce's Charles Hostler, Deputy Asst. Secretary for International Business, and Stanley Katz, Deputy Director of International Economic Policy and Research, will speak.

May 19—Honolulu—World Trade Week seminar. Tilton Dobbin, Asst. Commerce Secretary for Domestic and International Business, will speak.

May 19—Portland, Ore.—Chamber of Commerce Forum luncheon, Benson Hotel.

May 19—Atlanta—Seminar on Trade and Barter in Europe Today, Stouffer's Inn. Speakers: Senator Herman Talmadge; Arthur T. Downey, Deputy Asst. Secretary, Commerce's Bureau of East-West Trade.

May 19—Los Angeles—Air Cargo Assn. exhibit and luncheon, Proud Bird restaurant.

May 19—Chattanooga—Engineers Club World Trade Week luncheon.

May 19—New York—World Trade Day luncheon. Speaker: Former Treasury Secretary John Connally.

May 19-21—Sioux Falls, S.D.—Midwest Chamber of Commerce's Executive Regional Conference.

May 20—Memphis—World Trade Club meeting, Southwestern University.

May 20—Los Angeles—7th annual seminar of the Export Managers' Assn., City Hall Tower.

May 20—Portland, Ore.—Rotary Club meeting, Benson Hotel. Dr. James Manning, Portland State University, will discuss International Business and the Oregon Economy.

May 20—Paramus, N.J.—8th annual New Jersey World Trade Conference, Imperial Manor.

May 20—Huntsville, Ala.—World Trade reception and banquet, Hilton Inn. Sponsors: Alabama World Trade Assn., International Trade Committee of Huntsville Chamber of Commerce.

May 20—Boston—World Trade Day in New England luncheon seminar, Anthony's Pier 4.

May 20—New York—International Executives Assn. luncheon, The Summit. Theme: International Advertising.

May 20-21—Dallas—International Trade Conference of the Southwest. Sponsors include Southern Methodist University's Business School Management Center, Commerce's Dallas District Office.

May 20-22 — Cleveland — World Trade Show, Convention Center.

May 21 — Dallas — Seminar on Doing Business With the Major Oil Producing Countries of the Near East. Commerce speaker: John H. Shoaf, Commerce Action Group for the Near East. For information, Dallas District Office, 214-749-1515.

May 21—Cedar Falls, Iowa—4th annual Governor's Conference, Holiday Inn. Keynote speaker: Charles W. Hostler, Deputy Asst. Secretary of Commerce for International Business.

May 21 — Denver — Seminar on Understanding and Selling the Middle East Market.

May 21—Minneapolis—Korean Day program, Normandy Hotel. Sponsor: World Affairs Center, University of Minnesota. Melvin Sonne of Commerce's Office of International Marketing will speak.

May 21—Long Island—3rd International Trade Exposition and World Trade Day luncheon, Holiday Inn. Sponsor: World Trade Club of Long Island. Speaker: Arthur T. Downey, Deputy Asst. Secretary, Commerce's Bureau of East-West Trade.

May 21—Chattanooga—Commerce Department Export Workshop, Read House. Sponsors: World Trade Council of Chattanooga Chamber of Commerce, Memphis District Office.

May 21—Los Angeles—Breakfast Club World Trade Week meeting.

May 21—Portland, Ore.—Soviet-American Trade Seminar, Jantzen Beach Thunderbird. Sponsors: Commerce Portland District Office, Portland Chamber of Commerce, Port of Portland, Oregon Economic Development Division.

May 21-22 — Tampa, Fla. — Governor's Conference on World Trade.

May 21-23 — Charleston, S.C. — South Carolina International Trade Conference. Theme: Expanding Your World Trade Opportunities; focus is on Brazil, South Africa and Taiwan.

May 21-23 — New York — Seminar on Doing Business in Latin America, World Trade Institute.

May 22 — Buffalo — Seminar on Doing Business With the Major Oil Producing Countries of the Near East. Commerce speaker: Peter Hale, Commerce Action Group for the Near East. For information, Buffalo District Office, 716-842-3208.

May 22 — Portland, Ore. — Middle East seminar presented by Middle East Study Center, Portland State University.

May 22 — Los Angeles — Foreign Trade Assn. luncheon, Hilton Hotel.

May 22—Knoxville—Downtown Kiwanis Club luncheon, Hyatt Regency.

May 22 — Chattanooga — Rotary Club luncheon.

May 22 — Nashville — Downtown Lions Club luncheon, Capitol Club.

May 22 — Chattanooga — World Trade Council of the Chattanooga Chamber of Commerce dinner meeting, Read House.

May 22—Milwaukee—11th annual Wisconsin World Trade Conference, Marc Plaza. Under Secretary of Commerce John K. Tabor will speak. Also, Port of Milwaukee reception.

May 22 — Winston-Salem, N.C. — North Carolina World Trade Assn. annual meeting, Benton Convention Center. Also, meeting of Greensboro District Export Council.

May 22—New York—Far East/America Council meeting. William Clarke of Commerce's Bureau of East-West Trade will speak.

May 22—Bridgeport, Conn.—Connecticut District Export Council dinner, Holiday Inn. Features: Exporter of the Year Award, "E" Hall of Fame.

May 22 — Rochester — Tri-City World Trade Conference and dinner, Upstate New York Regional Near East Trade Conference.

May 22—Philadelphia—5th International Seminar and Exhibition of Delaware Valley, U.S.A. Sponsors: World Trade Assn., Mayor's Committee for World Trade Week. Also, Trade With Africa breakfast, World Trade Assn.

May 22—Covington, Ky.—Ohio Valley International Trade Conference. Sponsors: World Trade Clubs of Cincinnati, Dayton, Columbus, Louisville and Indianapolis, Cincinnati District Office.

May 22—Atlanta—Georgia International Trade Assn. luncheon, Atlanta Cabana Motor Hotel.

May 22—Chicago—Assn. of Commerce and Industry meeting. Melvin Sonne of Commerce's Office of International Marketing will speak.

May 22 — Minneapolis — World Trade Assn. World Trade Conference. Clarence S. Siegel, Commerce's Asst. Director of International Economic and Political Research, will be a panelist.

May 22-23 — New York — Program on How to Organize & Operate a DISC, World Trade Institute.

May 24—Atlanta—Program on U.S. Department of Commerce services, Morrison's Cafeteria, Ansley Mall.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, and details on major construction and expansion projects.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 4219, U.S. Department of Commerce, Washington, D.C. 20230.

Ocean, Marine Instrumentation Exhibition. U.S. Trade Center, Tokyo. Aug. 4-8. Japan's small size and the virtual absence of exportable deposits of natural resources have caused the Japanese to expend considerable resources in investigating potential of the ocean. The current Japanese budget for ocean research and development totals $99 million. The private sector is expected to commit approximately $127.7 billion between 1970-80. Particular attention is being directed toward offshore oil and natural gas exploration. Bob Watkins, 202-967-4057.

Industrial Security and Safety Equipment Exhibition. U.S. Trade Center, Mexico City. Aug. 4-8. Mexican consumption of security and safety equipment has been growing at an annual rate of 13.5 percent. Market demand is met primarily by imports because Mexican production is limited to basic equipment. Mexican customers prefer U.S.-made equipment, and the U.S. enjoys a 50 percent share of the growing Mexican market for industrial security and fire protection equipment. Call Fred Tower, 202-967-3636.

Aviation Electronics and Ground Support Equipment Trade Mission To Nigeria, Botswana and Zaire. Aug. 4-18. Sales of all communications and flight instrumentation commonly found in civilian aircraft, and all terminal support equipment, as well as products used to test and service aircraft and aircraft engines, will be promoted. All three countries give high priority to airport and related electronics and ground support equipment in their development plans. Nigeria has a massive airport expansion program and abundant foreign exchange from oil revenues. Copper is the keystone of the economies in Zaire and Botswana. Bill Bushwaller, 202-967-4511.

COMPUTECH '75—Computers and Related Equipment Exhibition. U.S. Trade Center, Taipei. Aug. 18-22. Between 1975 and 1977 Taiwan's consumption of computers and related equipment is expected to grow at a rate of 25 percent per year. Taiwan, with an ambitious development program, is expected to import annually computers and equipment valued at $14 million. This exhibition, including seminar presentations by participants, is being held at the same time as the 4th International Computer Symposium (ICS '75) for East Asia in Taipei. The exhibition will be limited to 20 U.S. firms. Call Harry Stringer, 202-967-5200.

Advanced Building and Construction Equipment Exhibition. U.S. Trade Center, Mexico City. Sept. 1-5. The Mexican market for building and construction machinery and equipment is growing at a rate of 11 percent per year. U.S. equipment, which enjoys an image of very good quality backed by good service, traditionally commands a 50 to 60 percent share of the total market for this equipment. An ambitious national housing plan calling for construction of 500,000 low-cost homes by 1977, is just one of the Mexican Government programs offering opportunities to U.S. manufacturers of construction and building equipment. Call Mary Wiening, 202-967-5037.

Business Equipment, INTERORGTEKHNIKA-75, International Exhibition. Moscow. Sept. 2-16. Soviet imports of business equipment from the industrialized West have tripled since 1967 and are expected to increase another 66 percent by 1977. Soviet specialists regard the U.S. as the world's foremost producer of modern business equipment. Jim Robb, 202-967-4810.

Food and Tobacco Processing. International Fair, Plovdiv, Bulgaria. Sept. 3-10. Agriculture accounts for 25 percent of the Bulgarian GNP and over 30 percent of exports. During the next year Bulgaria intends to spend $220 million in modernization and expansion of plants and facilities, and is anxious to use American technology and equipment to help improve output and efficiency. Cooperation with foreign firms is now possible and encouraged. Joseph Eblan, 202-967-5163.

Instruments and Controls for Science and Industry. U.S. Trade Center, Tehran. Sept. 7-11. Iran's current national Development Plan projects about $22 billion in investment for instrument and control related fields from 1973-78. Foreign exchange earnings are expected to reach $18 billion, while imports jump to $10 billion in 1974-75. The instrument and control market is expected to multiply more than 2½ times by 1978, to $168 million. The U.S. share of imports of instruments and controls into Iran is running a close second to West Germany, around 19 percent against Germany's 22 percent. Karl Reiner, 202-967-4441.

Packaging Machinery and Equipment (Joint Export Estab. Program—JEEP). U.S. Trade Center, Taipei. Sept. 8-11. Scheduled to coincide with the annual convention of the China Packaging Institute in Taipei. Commerce market research indicates that Taiwan's demand for imported packaging machinery will reach $12.5 million in 1977, a substantial increase over 1974 imports of $9.8 million. Roy Mitchell, 202-967-2051.

Electro-Optics Instruments and Systems Exhibition. U.S. Trade Center, London. Sept. 8-12. The relevant British market is currently $9.6 million. This market offers important opportunities to aggressive U.S. companies with state-of-the-art products/technology to sell. Demand is high for optical production components and testing instruments; lasers and laser systems; holography, and fiber optics. For information call Irwin D. Nathanson, 202-967-4462.

Pollution Control Equipment Exhibition. U.S. Regional Trade Center, Singapore. Sept. 9-12. Air, water and oil pollution control equipment and instrumentation will be featured at this first U.S. exhbition of pollution control equipment in Singapore. Potential buyers from the surrounding countries of Malaysia, Indonesia, the Philippines, Thailand and Hong Kong will attend the exhibition and technical seminar. Rapid off-shore oil development, heavy oil tanker traffic and increasing concern for environment in the area, make this a propitious time to exhibit. Joe Payne, 202-967-3893.

Process Controls and Material Test Equipment. International Fair, Brno, Czechoslovakia. Sept. 10-18. Czechoslovakia is one of the most industrialized countries of Eastern Europe and presents a large market for controls and test equipment, especially in the chemical, textile and food processing industries. The Brno Engineering Fair is one of the largest in Eastern Europe, with annual attendance of over 400 000. Buyers from all of the COMECON countries typically attend this event. For information call Jim Bushery, 202-967-5163.

Printing and Graphic Arts Catalog Exhibit. Zagreb, Yugoslavia. Sept. 12-21. The Yugoslav market for printing and graphic arts equipment is expected to reach $19 million by 1977. A shortage of skilled labor has increased demand for more advanced technology and has stimulated purchase of all types of automated printing equipment. The printing industry in Yugoslavia is almost entirely dependent upon imported products. U.S. suppliers have an excellent opportunity to gain exposure through this catalog exhibit, which will be conducted within a USIA exhibit at the Zagreb Fall Fair. Robert E. Peterson, 202-967-3973.

Fluid Power Technology. U.S. Trade Center, Paris. Sept. 15-18. U.S. manufacturers have an exceptional opportunity to increase sales and establish representation or other business relationships in the French market. Many new factories are being constructed and old ones modernized. Due to rising labor costs, French management is seeking methods of improving manufacturing processes and automating operations. In 1974, French purchases of hydraulic and pneumatic equipment and parts were $372 million. Imports accounted for about 51 percent of the French hydraulic market and 56 percent of the pneumatic market. For information call Bill Dawson, 202-967-4941.

Plant Engineering and Maintenance Catalog Exhibit. Earl's Court, London. Sept. 15-19. British industry is estimated to be spending approximately $800 million annually on maintenance and replacement of plant facilities. This catalog exhibit in PEMEC will feature products, systems and services designed to cut the cost of manufacturing by maintaining plant facilities and production machinery and equipment in first-class operating condition. Because of rising labor costs, firms in the United Kingdom are also using

outside cleaning contractors more often. These contracting firms are now offering extended services to include complete janitorial coverage. The total annual turnover of the cleaning and building maintenance industry is estimated in excess of $500 million. Robert E. Peterson, 202-967-3973.

Design Engineering Catalog Exhibit. Harumi, Tokyo. Sept. 16-21. Next to the United States, Japan has the largest original equipment market in the world, estimated at $50 billion. With recent easing and lifting of trade restrictions on materials, parts, components and finishes, now is the time for U.S. manufacturers to show their products to Japan's design engineers. This catalog exhibit at DES '75 will promote materials, parts, components and finishes that contribute to final product, and technology needed to increase efficiency, productivity and economy in the manufacturing process. Robert E. Peterson, 202-967-3973.

Technical Sales Seminar on Advanced Metalworking and Metal Parts Finishing Equipment. Yugoslavia, Austria and Spain. Sept. 21-Oct. 3. In response to strong and growing demand for American metalworking and metal parts finishing equipment in these countries, Commerce will arrange a seminar for seven American manufacturers. There will be seminar presentations in Dubrovnik, Yugoslavia; Vienna; and Bilbao, Spain, to discuss the state of the art in the U.S. and hold meetings with key managerial and technical personnel and discussions with purchasing authorities. W. Bradley Tyrrell, 202-967-5285.

Electronic Components. Stockholm Trade Center. Sept. 22-25; Frankfurt Trade Center, Sept. 30-Oct. 3. U.S. manufacturers and suppliers of electron tubes, solid state devices including transistors, integrated and other semi-conductors, capacitors, resistors, connectors, switches and other passive components may participate in one or both events in this "tandem" exhibition. The U.S. is a leading supplier of electronic components in Sweden. A 10 percent annual rate of increase in Sweden's imports of electronic components is expected through 1977. German imports of electronic components are forecasted to reach $510 million by 1977. Both countries' growing requirements for advanced components, coupled with their need to establish additional sources of supply,, will enhance prospects for further U.S. market penetration. Maurice A. Peter, 202-967-4256 or Mike Frisby, 202-967-3748.

Fluid Power Exhibition, U.S. Trade Center, Milan. Sept. 23-27. U.S. products dominate the Italian market in high technology hydraulic equipment, especially that needed for applications requiring pressure of over 2,000 P.S.I. The squeeze on profit margins and high labor costs have further stimulated interest among Italian firms and the market is expected to exceed $200 million by 1976, of which $60 million will be imported. U.S. products with high sales potential include hydraulic pumps, motors and valves, servosystems, gauges and indicators, pressure transducers and rotary compressors. John Priamou, 202-967-2434.

Advanced Business Equipment Exhibition. U.S. Trade Center, Mexico City. Sept. 29-Oct. 3. Mexican consumption of modern business equipment has increased at an annual rate of 10 percent, reaching almost $90 million in 1974. Imports meet more than two-thirds of total Mexican demand for business equipment, and U.S. manufacturers supply 53 percent of total imports. Vigorous growth in sectors such as petroleum, steel, tourism, banking and government administration insures that demand for this equipment will remain high. Phil Christenson, 202-967-5038.

Magasin General In-Store Promotion. Tunis. Sept. 29-Oct. 7. Magasin General, Tunisia's leading department store, will hold a special promotion of U.S. consumer goods in Tunis this fall. Tunisia is approaching one billion dollars as an import market, with a healthy economy fueled by increased production of petroleum and phosphate. Magasin General is interested in buying U.S. housewares, giftware, costume jewelry, cosmetics and beauty products, among other categories. The U.S. buying office for Magasin General is Retailers Representatives, Inc., 1372 Broadway, New York, N.Y. 10018. Charles E. Johnson, 202-967-4705.

Advanced Medical Equipment Exhibition. U.S. Trade Center, Tokyo. Oct. 6-9. By 1976, Japan will be importing $67 million of biomedical equipment, 50 percent or $34 million of which will come from the United States. Now is an excellent time for U.S. manufacturers of advanced medical equipment to take advantage of Japan's efforts to increase its medical research programs, improve rural health care delivery systems, and expand facilities for the aged and those afflicted with pollution-related disease. John Wolf, 202-967-2461.

Food Production/Storage/Processing/Packaging Trade Mission. Morocco, Kenya, Zambia, Swaziland. Oct. 6-22. This mission will promote the sale of machinery and equipment used to prepare or process food from the time it is harvested/collected until it reaches the consumer. E. Lee Carteron, 202-967-2973/4.

Nuclex '75. Basel, Switzerland. Oct. 7-11. Nuclex is the largest, most important international trade fair for the nuclear industry. When last held in 1972, it had over 320 industrial exhibitors representing 22 countries and attracted an audience of 16,000 buyers from all over the world. The market for nuclear equipment and accessories is expanding as commercial use of nuclear technology increases and this internationally known exhibition will offer U.S. manufacturers the opportunity to be seen by decision-makers and executives of enterprises interested in the nuclear field. Mara Yachnin, 202-967-5751.

Medical and Laboratory Equipment Exhibition. U.S. Trade Center, Sydney. Oct. 13-17. Sophisticated American medical and laboratory equipment garnered better than 32 percent of the Australian import market during 1974. The continuing technological superiority of American products, their accepted high quality, and recent Australian Government medical expansion programs are all factors which bode well for future sales increases. Contact Don McDonough, 202-967-2461.

Air and Water Pollution Control Equipment and Instruments Catalog Exhibit. Madrid. Oct. 13-18. Sales of pollution control equipment in Spain are expected to more than double between 1974 and 1978, from more than $225 million to nearly $470 million. This catalog exhibit, to be held at the First Iberian American Congress on the Atmosphere, will stress air and water pollution control equipment and instrumentation. Manufacturers of pollution control equipment pertaining to the iron and steel industry, chemical industry, sewage treatment plants, municipal water supplies, and non-ferrous metal, power generation, cement, and the pulp and paper industries should find good exposure. Roger Turner, 202-967-3957.

Machine Tools and Metalworking Equipment (JEEP). Seoul. Oct. 14-17. The market for machine tools and metalworking equipment is growing rapidly as Korea becomes an industrialized nation. Commerce estimates 21 percent annual growth for imports of metalworking machinery of all types for the next five years. Welding equipment, metal cutting and metal forming machine tools and quality control equipment have best sales potential. Carol A. Murray, 202-967-2215.

American Fortnight 1975. Hong Kong. Oct. 18-Nov. 2. During the American Fortnight's city-wide promotion of U.S. goods, Hong Kong's major department stores will feature American-made consumer goods. The first American Fortngiht in 1973 reestablished leadership of U.S. consumer goods in Hong Kong. Special in-store promotions were held in leading stores such as Shui Hing, Wing On, Sincere, Dragon Seed and Crane Stores. This fall's expanded event will introduce and promote American products to the four million residents of Hong Kong and surrounding region. Charles E. Johnson, 202-967-4705.

Data Communications and Peripheral Equipment. U.S. Trade Center, Paris. Oct. 20-23. This exhibition is the third Commerce has sponsored in Paris for these product categories; the previous shows were large sales successes. Demand is expected to be higher than before, as rapid development of telecommunications provides excellent growth potential for data communication terminals and other EDP peripheral equipment. Special arrangements will be made for participants who wish to also attend Systems '75, Munich, Oct. 27-31. Chuck Whitley, 202-967-5381.

Nord-Air '75 Specialized Exhibition. U.S. Trade Center, Stockholm. Oct. 20-24. This is an avionics/ground support show. There is a demand for advanced products and systems created by Sweden's ongoing program for upgrading air traffic control centers at its three major international airfields and landing systems at provincial fields. To a lesser extent, there is similar activity in the other Nordic countries. Sweden's Board of Civil Aviation is investing $25 million in ground avionics plus another $8 million in machinery and vehicles alone. Swedish observers note that American-made equipment is recognized as being technologically superior to that of other countries and that consequently U.S. manufacturers have a good opportunity to get a share of this market. Swedish manufacturers have no significant advantage over U.S. suppliers in either costs or tariffs. William Beiring, 202-967-3276.

Hotel & Restaurant Equipment Exhibition. Taipei Trade Center. Oct. 20-24. Taiwan's Tourism Bureau forecasts that by 1980, 13,700 hotel rooms of international tourist standards will be required; there are only 4,600 such accommodations today. Planning and construction are under way for about 4,000 such units, in addition to the proliferation and upgrading of eating and entertaining facilities. Taiwain hosted over 810,000 foreign visitors in 1974, and the government is inducing the private sector to prepare now for an average annual increase of 15 percent. Taiwan will require in excess of US$5.1 million in service equipment in 1976 in categories of institutional food preparation and service, administration, housekeeping, security, entertainment and function-room equipment and supplies. Timed to provide exposure with the influx of Chinese businessmen and entrepreneurs from all over the Far East who return for October holiday festivities and cultural events each year. Dave Horridge, 202-967-2798 or 5545.

Building Materials and Construction Equipment Trade Fair. Saudi Arabia. Oct. 20-25. Nowhere is the conflict between traditional values and modern development more pronounced than in Saudi Arabia. This undeveloped country with half of its population leading a nomadic existence is faced with the dilemma of how to modernize while still preserving traditional values. Its five-year development plan will inject about $100 bil-

lion into the economy and bring half a million foreign workers into the country. Specific goals of the plan are expanded health, education, and general welfare programs; construction of over 100,000 new homes per year; continued improvement in already established transportation, port, and communications infrastructure; accelerated development of industry, especially petroleum refining and petrochemicals, fertilizers and extraction and processing of mineral resources; and expansion of agriculture. Commerce is offering a uniquely integrated approach to these developments with a trade fair of 50 firms which will include building materials manufacturing firms including prefab, pre-engineering, and steel buildings; construction equipment including hand and power tools for trades, architectural, engineering, design and planning firms, urban development firms and contractors. Contact Franc D. Manzolillo, 202-967-2515.

Equipment for the Ceramics Industry (JEEP). U.S. Trade Center, Milan. Oct. 21-23. The market for production equipment and supplies for the ceramics industry is expected to grow from $42 million in 1974 to nearly $46 million by 1976, with imports accounting for almost 20 percent of the total. The increase will come principally from efforts to upgrade technology in certain manufacturing sectors. Italian firms are showing greater interest in the purchase of laboratory equipment and instruments for testing and quality control. Management also plans to invest in new labor-saving equipment to off-set rising wage rates. Call J. Michael Springmann, 202-967-4975.

Systems '75. Munich. Oct. 27-31. Systems '75, one of the world's most prestigious computer industry shows, is a biennial event open to manufacturers and suppliers of computer hardware and software, peripheral equipment, and computer services. The previous show, Systems '73, proved to be an outstanding success for the 60 U.S. exhibitors. Floor sales totaled $2.1 million with projected twelve-month sales at $146 million. Chuck Whitley, 202-967-5381.

Agriculture, Water and Food Equipment, AGWA-FOOD International Trade Fair. Tehran. Oct. 31-Nov. 6. Iran continues to be one of the fastest growing markets for U.S. exports in the world. Our exports almost tripled last year to a total of $1.7 billion. In the Iranian Fifth Plan, 1973-78, agricultural development has been assigned key priority. More than $4 billion will be invested in means to produce, process, transport and market foodstuffs. Particular emphasis will be given to increasing the area under irrigation, increasing silo capacity, expanding red meat and milk production and increasing farm productivity by formation of larger farm units through cooperatives and agribusiness enterprises. The Iranians are determined to translate their agricultural plan objectives into reality. This offers outstanding export sales opportunities to U.S. manufacturers. For information call William S. Gaines, 202-967-4441.

Air & Water Purification & Pollution Control Equipment Exhibition. U.S. Trade Center, Milan. Nov. 6-12. Recent market research reveals that this is one of the Italian economy's fastest growing sectors. From a volume of $87.6 million in 1973, the Italian market is expected to jump to $386.8 million by 1978, an average yearly increase of 35 percent. This spectacular growth in demand for pollution control equipment caught Italian industry completely off-guard and they were not prepared to meet it. Consequently, imports in 1975 will be about $41 million and it is predicted they will jump to over $68 million in 1978, an average yearly growth of 19 percent. Sam Spaulding, 202-967-4508.

Microwave Components and Instrumentation Exhibition. U.S. Trade Center, Tokyo. Nov. 10-14. The Japanese microwave market is structured to accommodate imports based upon high technology, sophistication and quality. U.S. products which feature special surface processing, top quality raw materials and highly reliable precision made durable moving parts are much in demand in Japan. Their newly applied microwave technology is three to five years behind ours. Market information based upon microwave research recently prepared in Japan for this exhibition is available. Mara Yachnin, 202-967-5751.

Printing and Graphic Arts Exhibition. U.S. Trade Center, London. Nov. 10-14. Research has indicated strong U.K. markets for automated composition equipment, small offset and letterpress and multicolor printing and photographic equipment. U.S. sales in 1974 at $18.7 million were up 28 percent from 1972. Since 1970, this market's average annual growth rate has exceeded 20 percent. The British printing industries' shift to cold type and offset processes and increasing diet for multicolor printing, particularly for advertising, provide a strong market for U.S. advanced printing and graphic arts equipment. For information call Benoit Brookens, 202-967-3355.

Industrial Process Controls and Instrumentation Equipment. Frankfurt Trade Center. Nov. 11-14. Unique sales opportunities exist in Germany for process measuring and control instruments and systems for measuring, recording and controling physical and chemical properties, such as temperature, pressure, vacuum, fluid flow, liquid level, mechanical motion, humidity density, combustion and chemical analysis. Due to anticipated expansion of petroleum refineries and growth of the petrochemical industry, the German process control instrument market is expected to reach almost $750 million by 1978. Robert Wallace, 202-967-3748.

Educational Systems. U.S. Trade Center, Tehran, Nov. 16-20. Iran aspires to generate the same GNP as West Germany within ten years, using petrodollars as the industrial growth catalyst. The key ingredient to achieve this goal is a large pool of educated and trained Iranians. Between 1973 and 1978, Iran will spend more than $8.3 billion to educate and train 34 million Iranians. Through grade eight, free schooling will be provided. All vocational training programs will be tuition-free. By 1978, 130 teacher training centers will be established, as will 500 technical and vocational training centers. Iran seeks the most modern methods to educate and train its people. This exhibition and accompanying seminar program will feature education technology systems, software, training aids and some hardware. Don Ryan, 202-967-4652.

Dental Equipment (JEEP). Paris Trade Center. Nov. 19-22. Recent research indicates French production cannot keep pace with demand for the latest dental equipment and supplies, as the number of new offices and modernization of existing facilities is increasing significantly. Especially in demand are modern dental chair units, professional equipment and apparatus, dental cements and fillings (acrylics), dental impression compounds, and porcelain artificial teeth. Since U.S. products have the highest reputation for quality and technical advancement in this field, this exhibition offers U.S. firms not yet established in France a unique opportunity to penetrate this expanding market. Anita Brownstein, 202-967-5373.

First International Metalworking Fair. Sao Paulo. Nov. 20-30. The outlook for U.S. exports of metalworking and finishing equipment to Brazil is extremely good. The U.S. exported $52 million worth of metalworking equipment to Brazil in 1974, our largest market after Canada. In spite of expanding production capacity of domestic manufacturers, demand for imports of highly sophisticated metalworking equipment is expected to expand rapidly over coming years. In 1978 domestic production of metalworking equipment is expected to reach $83 million while imports are expected to go as high as $819 million. Sam Bevans, 202-967-4173.

Electronics Components. Paris Trade Fair. Dec. 8-12. The French electronic component industry is expected to expand at annual rate of between 15 and 20 percent in the next several years. The value of imports is forecast to approach $155 million in 1977. U.S. manufacturers were the source of more than one-third of France's annual imports in recent years and can anticipate sales to France in excess of $50 million in 1977. Included in this exhibition are integrated circuits, transistors, capacitors. resistors, diodes and rectifiers and color TV picture tubes. Call Myra L. Triplett, 202-967-5381.

American Toy Fair. U.S. Trade Center, Tehran. Dec. 14-18. Iran is one of the fastest growing markets for American goods. Fueled by an influx of 20 billion petrodollars last year, per capita GNP doubled between 1972 and 1974. The rising level of affluence is reflected in drastically increased consumer demand. The Iranian market for toys has been artificially held back by high import duties and taxes, designed to protect local industry. Since pent-up demand for toys far surpasses the ability of Iranian industry to satisfy, the Iranian Government has eliminated the 100 percent import tax on toys. The flood gates are now open, creating a superb marketing opportunity. Don Ryan, 202-967-4652.

Kenya Plans Pipeline Project

Tenders will be invited for supply and delivery to Mombasa, Kenya of materials and equipment required for the Mombasa-Nairobi Petroleum Products Pipeline Project as follows: Contract No. 2—storage tanks; 3—main pumps; 4—coat and wrap materials; 6—valves; 7—electrical equipment; 9—pipe fittings; 12—telemetry and telecommunications; 14—ancillary pumps; 15—electric and control cabling; 20—P D meters. Tender documents may be obtained from Kenya Pipeline Co. Ltd., BIMA House, P.O. Box 7344, Travin Rd., Nairobi, during May. Manufacturers/suppliers should advise Kenya Pipeline Co. Ltd. as soon as possible for which contract(s) they wish to tender.

Egypt Asks Bids On Plants

A tender for a complete enameled wire plant has been issued by Egypt's General Organization for Industrialization. The two main sections are: wire drawing—capacity 1,500 tons per year to draw wire of 10 m/m to 0.5 m/m; enameling for 1,300 tons/year of wire (copper and aluminum) 3 m/m to 0.5 m/m. Bids are due by June 30.

The same organization has issued a tender for three waste spinning plants on the open end system; bids are due by June 9.

Bids should be sent to the General Organization for Industrialization, 6 Khalil Agha St., Cairo. Invitations to bid on either tender may be purchased directly from the above organization, by depositing 25 pounds sterling for each tender in its account at the Central Bank of Egypt.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

2011—PHILIPPINES — Licensing or joint venture arrangement is sought with established U.S. firm to set up **slaughterhouse.** Products of slaughterhouse will be for Japanese and other Asian markets. Firm is currently well-known swine producer with operations in General Santos City, South Cotabato, and Mindanao. Colonel Paterno R. Santos, Proprietor, Bibiana Swine Farm, 25 South Road, Cubao, Quezon City. Telephone: 78-98-02. P-75297. OPIC.

2821, 2851—TAIWAN — Seeks technology, equipment and equity participation from U.S. firm to expand production of **epoxy, polyurethane, and vinyl paints and develop new products such as marine paints and other special industrial paints.** Firm established in 1962, is a leading paint manufacturer, and produces about $2 million worth of goods per year, a quarter of which is exported. W. Y. Chen, General Manager, Berlin Co., Ltd., P.O. Box 800, Kaohsiung. Cable BERLINPAINTS KAOHSIUNG. WTDR. P-75285. OPIC.

2842, 2899—FINLAND—Seeks licenses to manufacture **industrial product finishes** of various types, especially chemicals representing significant improvements for maintenance of machinery, equipment and motor vehicles. Particularly interested in specially formulated coatings used in industrial plants to protect against chemicals, fumes, soot, and temperature extremes. Also novelty compounds representing notable improvements in coping with operational hazards such as rusting, clogging, jamming, etc. Firm currently produces antiscaling and soot-removal compounds, employs 30, and has an annual production valued at $5 million. Olof Enbom, Managing Director, Hydrac Oy, Liisankatu 27 A, SF-00170 Helsinki 17. Chemicals AB, PL 497, SF-00101 Helsinki. Cable address, HYDRAC; telex, 123207 Nykis SF; phone, 90 625294. P-75286.

2865, 2869, 2899 — FINLAND — Seeks licenses to manufacture wide range of **chemicals used in pulp and paper converting industries:** modified and unmodified grades of polyvinyl alcohol; organic pigment colors; alkylketene dimer sizes; rosin sizes; wax emulsions; wet-strength resins; defoamers, flocculants, emulsifiers. Firm currently is an agent and importer/distributor of industrial chemicals and machinery for the papermaking and plastic industries. It has an annual sales volume of about $10 million. K. A. Keinonen, Managing Director. Oly Falcon Chemicals AB, PL 497, SF-00101 Helsinki 10. Cable address FALCON HELSINKI; telex, 12-1019 FALCO SF; phone, (90) 409 200. P-75301.

2869—INDIA — Seeks technology through licensing and perhaps part ownership to produce following chemicals: **Acetylene**—20,000 metric tons annually (mt/a); **vinyl acetate**—20,000 mt/a; **vinyl chloride**—30,000 mt/a; **polyvinyl cholride**—27,000 mt/a; **acetic acid**—25,000 mt/a; **methanol**—30,500 mt/a; and **chloromethane**—6 000 mt/a. Proposed complex will be located at Kalol or Ankleshwar in State of Gujarat and natural gas feedstock requirement of 350,000 cu. meters per day will be available from within State. Total investment will cost about $67 million, of which roughly $26 million will be foreign exchange. Project will be developed by Gujarat State Government owned Industrial Development Corp., Ltd. Contact Shrenik Shroff. Technical Director, TWILL, D-25 Chirag Enclave, New Delhi, P-75287. OPIC.

2899, 3111—INDIA—Technical, marketing and financial assistance is sought for **production of gelatin from goat skin.** Tie-up with U.S. firm also sought for **marketing finished leather.** Abundant resources of hides and skins are available. Firm has been issued letter of intent by Government. Contact Bihar State Leather Industries Development Corporation (India), 169 Patliputra Colony, Patna-800013, India, or M. L. Garg, Resident-Director, Trade Development Authority of India, 666 Fifth Avenue, New York, N.Y. 10019; telephone. 212-586-5066. P-75298. OPIC.

3079—MEXICO — Seeks U.S. collaborator with technical know-how to produce **molded polystyrene products** including insulation, custom packaging, swim toys and other floating items, furniture, thermal cups and containers. Also needs molds which will be paid on royalty basis. Newly formed company which can finance itself, but welcomes equity participation by firm offering know-how. Telegraph or telephone Jaime Podolsky, General Manager, Poliproductos De Mexico, S.A., Jose Maria Izazaga 90, 2 Piso, Mexico 1, D.F. Telephone: 585-22-66. English acceptable. WTDR. P-75288.

3079—TAIWAN — Seeks technical cooperation with U.S. collaborator to build $2 million plant for manufacture of **fiberglass reinforced plastic products.** Firm is single largest producer in Taiwan of fiber glass wool for heat insulation and fire proofing uses with annual output of 1,500 tons for domestic consumption. U.S. technical know-how and equipment are sought by local firm. Firm requires no U.S. financial participation. Projected plant is expected to produce $5 million worth of fiberglass reinforced plastic pipes per annum, including drainage and water supply systems badly needed by nation's urban public works projects. Firm's management urgently requires proposals from interested U.S. companies for presentation at its board meeting in June. E. H. Shih, Superintendent, Central Glass Fiber Corp., Room B, 3rd floor, Morrison Plaza, 25 Jen Ai Road, Sec. 4, Taipei. Cable address: CENGP Taipei. WTDR. P-75289. OPIC.

3079, 3452, 3469, 3559—UNITED KINGDOM—Seeks licenses to manufacture **domestic housewares and hardware, industrial and domestic storage equipment, and technical equipment for polymer industry.** Firm established in 1972, makes houseware, hardware and polymer molding equipment. J. M. Lumley, Director, Alfred Isaacs International Ltd., 5 Fenchurch St. London EC3, England. P-75290.

3500—GERMANY — Seeks license or joint venture to produce broad line of **machinery.** Interests include **machine tools; woodworking, textile, leather processing, packaging machinery; and equipment for the processing of plastic materials or foodstuffs.** Firm is interested in machinery that is already known on market and can be produced in series. Company produces circular knitting machines for manufacture of ladies' stockings and panty hose. It exports to many areas, including the Near East, South America and Africa. Firm has good reputation, is well managed. C. Buehring, Commercial Manager, Maschinenfabrik Carl Merz KG, D-7450 Hechingen, Postfach 1360, Germany. Phone, 07471-2033; telex, 07 67 410; cable, MASCHINENMERZ. WTDR. P-75291.

3545, 3553—UNITED KINGDOM — Leading tool manufacturer seeks licensing agreement to manufacture **micrometers, precision measuring tools, files, HSS and bimetal saws.** Firm presently manufactures hacksaw engineers, hand tools, magnets, pliers, spanners, wrenches. Company employs 5,000 with sales force of 50. Exports are worldwide and company has distributor in U.S. D. M. Clarke, Product Manager. James Neill (Sheffield) Ltd., Napier St., Sheffield, SLLOHB, England. P-75292.

3561, 3494—FRANCE—Large importer and distributor of laboratory and scientific instruments, measuring and controlling instruments and machine tools seeks licensing rights for precision equipment used in foundries and steel manufacturing, specifically **valves, gear-cases, gear components, compressors, pump and brake cylinders.** Company, large firm established in 1933, employs 150 and has annual sales volume of $10 million. Charles Lahaussois, General Manager, ISI-Instruments Scientifiques et Industriels, 77 ave. Parmentier, 75011 Paris. Cable: ISI-PRECISION; telex, 22662 F; phone, 805-40-40. P-75299.

3570—MEXICO—Manufacturer of **calculators and business machines** wants to expand and modernize through joint venture. Seeks modern technology, production assistance and export expertise. Company wants to manufacture more sophisticated equipment in greater volume for both domestic and export markets. Firm is reliable, efficient, and has operated successfully since its establishment in 1949. It has branches in seven major Mexican cities. Has manufactured under licensing agreements with U.S. concerns and represents European producers of accounting machines and data processing equipment. Isaac Agami Pilossoph, Marketing Director, Floyd D. Ransom & Sons, Viena No. 4, Mexico 6, D.F. Telephone, 566-13-66. P-75293.

3585—CANADA—Seeks license to produce **air handling and/or air distribution equipment.** Offers royalty payments in return for technical know-how. Firm manufactures fans and blowers, grills, air to air heat recovery equipment and industrial dehumidifiers. Company markets throughout Canada, has 160 employees; has manufacturing agreements

with several American companies. R. Thomas, Executive Vice President, Air-Care Ltd., 2080-55th Ave., Dorval, P.Q., Canada H9P 1H1. Telephone 514-631-2031; telex, 05-821889. P-75294.

3629—NEW ZEALAND — Seeks license to manufacture **power factor correction capacitors 400 v. 3-phase 50 htz. delta connected .25 kvar to 25 kvar. Also single phase motor capacitors 230 v. 50 htz.** Firm is prepared to set up facility to produce these capacitors for Australian and New Zealand markets. It seeks technical assistance, does not require capital. Capacitors are currently being imported. New Zealand firm presently operates as general electrical contractor and maintenance engineer for commercial and industrial installations. Also makes switchboards and control centers. Operates well equipped plant. David G. Dawson, Managing Director, Dawson Electrical Ltd., Riri St., Rotorua, Postal address: P.O. Box 438, Rotorua. Phone, 80-066; telex, HORNWOL NZ 1233. P-75295.

3679—FRANCE—Seeks license to manufacture **professional or consumer electronic products.** Company specializes in sub-contracting production of electronic equipment. Presently makes hi-fi equipment, printed circuits and telephone systems. Also engaged in maintenance of computer equipment; works for major companies. Employs 450, has plant facilities over 10,000 sq. meters. Is subsidiary of large French banking conglomerate. L. Macaigne, COGEFI, Tour Septentrion, Cedex 9, 92081-Paris La Defense. P-75296.

3679—UNITED KINGDOM—Seeks licensing and distribution agreements to produce **electronic components.** Presently manufactures and markets printed circuit boards, fastenings and connectors throughout British Isles. C. J. Cooper, Chairman, C. J. Enterprises, 5 Oxford Road, Calne, Wiltshire SN11 8AH, England. P-75256.

3679—UNITED KINGDOM—Manufacturer of **mechanical and electro-mechanical subassemblies and end products** seeks license or joint venture. Wants to make related products or subassemblies requiring precision techniques. Firm specializes in high quality, high performance products manufactured to rigid standards. It employs 640. G. A. Stoke, Kembrey Engineering Ltd., 24/25 Empire House, 175 Piccadilly, London W1V 9DB, England. Telephone: 01-493-1875. P-75257.

3822—UNITED KINGDOM — Firm seeks collaboration for production of **industrial electronic instruments.** Desires to form U.S. company to market its comprehensive liquid metering system and to administer after sales service on basis of joint venture with American electronics company. Joint venture would purchase flow transmitters from British firm and associated electronics instruments from American partner. Presently manufactures visual flow indicators, flow meters, flow switches and tempearture guns. V. Hamber, Managing Director, B. Rhodes & Son Ltd., Dames Road, Crow Lane, Romford RM7 0HR, England. P-75303.

3823—UNITED KINGDOM—Seeks license to manufacture **instrumentation of OEM products.** Particularly interested in **digital thermometers.** Company presently makes digital panel voltage meters and panel timer counters. Employs 50; annual sales, $720,000. E. V. Newman, Managing Director, Exel Electronics Ltd., 3 Wolterton Road, Branksome, Poole, Dorset BH12 1LR, England. Telephone, 0202-766166; telex, 417143. P-75276.

3951—KOREA—Seeks technical assistance for production of **ball point pens.** Firms also desires suppliers of plant equipment and materials for ball point pen manufacturing. Proposed manufacturing plant will be capitalized at $400,000 or more at initial stage and will be established as suppliers are found and necessary agreements reached. Shin-Yong Chun, Chairman, International Cultural Foundation, 185 Kahoe- Dong, Chongro-Ku, Seoul, 100. P-75302. OPIC.

6513, 7011—JAPAN—American investment partners are sought for construction of **hotel and apartment building.** Firm is affiliated with Japan Airlines and owns land fronting Yomashita Park that is alongside Yokohama Bay. Company plans to build 14-story hotel/apartment building with total floor space of about 360,000 sq. ft. One third of building is planned as hotel; remainder would be rental condominiums. Japan Airlines Hotel Co. of Yokohama Ltd., Annex Ginza Nikko Hotel No.4-21, 8-chome Ginza, Tokyo. WTDR in preparation. P-75300.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a licensing agreement or in partnership, write the Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2248), referring to the appropriate file number.

ARGENTINA — Individual has Argentine patent on procedure for manufacture of **products with high protein and vitamin content from agricultural residues** such as trees, wood, paper, weeds and cellulose. He will sell patents outright, enter into royalty or joint venture agreement. File 2739

AUSTRALIA—Company is seeking manufacturer in U.S. for its **rock excavator.** File 2740

FRANCE—Company is offering for manufacture in U.S. its **storage containers compatible with all types of fork-lifts.** Containers can be made of metal, plastic, or other material and are equipped with wheels for ease of hauling. File 2741

ENGLAND—Company wants licensing or joint-venture arrangement with U.S. firm to produce **visual flow indicators, flow meters, flow switches and temperature guns.** British firm will supply flow transmitters and American firm, associated electronic instruments. File 2742

GERMANY—Designer offers for manufacture in U.S. circular, half-submergible, eight-sectional derrick island, **off-shore drilling rig** especially suitable for drilling in rough seas. File 2743

GERMANY—Company offers for manufacture in U.S. a **doormat** that automatically cleans shoes while person is stepping on it. It reportedly has a sturdy construction, and is suitable for office use due to its low noise level. File 2744

SWITZERLAND — Company seeks U.S. company to manufacture its novel **dryer or kiln** suitable for drying of sensitive materials, such as high grade or exotic wood for furniture. Can also be used in pharmaceutical, chemical, rubber, food, and other industries. File 2745

YUGOSLAVIA—Scientific research institute is offering licenses for its **hardmagnetic reed relay** which reportedly has low energy consumption, possibility of use in the "memory" circuits of electronic equipment, and no need for magnetic shunts. File 2746

Foreign Trade Inquiries

These trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Division, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1972 Census of Manufactures.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Sand, gravel

14460XX—BRAZIL—Ottawa sand for sand mills used in paint industry. Reportedly main source is Ottawa area in Illinois. Up to 2,000 m.t. monthly. Sand-using mills are still a rarity in Brazil and Sonibra is probably first to manufacture them there. Firm, small but successful, is mainly commission basis importer of packaging and manufacturing machinery and equipment for food, chocolate, phamaceutical, cosmetics and paint industries. Claims monthly sales, through Brazil, average nearly $100,000. Represents various German firms. Reply to—Mr. Albrecht Bussem, Mgr., Sonibra Equipamentos Industriais Ltda., Rua Guaranesia 1445, 02112 Sao Paulo (SP). Cable: Sonibratec. Phone 011/2928576.

Construction

• **16100—LIBYAN ARAB REPUBLIC**—The Central Tender Board invites specialized contractors to bid for construction of the Misuratah-Beni Walid Road, 126 kilometers in length. Tender number is 15/75. Bid documents and specifications obtainable upon payment of LDS 150 (US$524) from General Road Administration, Assaydi Street, Tripoli. Tenders must be accompanied by guarantee of LDS 100,000 (US$340,000). Contractors must be registered in Libya or be represented by local registered firm. Bid deadline June 2. Submit tenders to Central Tender Board, Suliman El-Barouni St., Tripoli.

• **16100—LIBYAN ARAB REPUBLIC**—The Central Tender Board invites specialized firms to bid for construction of runways and taxiways at Ghadames Airport (Tender No. 18/75). Tender is indivisible. Interested firms must be registered in Libya (registration can be accomplished in two days) or represented by registration firm. Tenders must be accompanied by certificate stating experience, qualifications and financial status. Tender documents and specifications available upon payment or LDS 200 (US$694), from Civil Aviation Dept., Shara Assaydi, Tripoli. Tenders must be accompanied by guarantee of one percent of total value of bid. Bids due by July 21, to Central Tender Board, Suliman El-Barouni St., Tripoli.

Heavy construction

• **16200—COLOMBIA** — Design, manufacture, and supply 2,500 kva, 34.5 kv, 277-480 v. electric substation for El Sapo water treatment plant. Bid deadline June 2. Specifications available from Empresa De Acueducto y Alcantarillado De Bogota, D.E. Calle 22-C No. 40-99, OF. 201, Bogota, upon payment of $50 (not refundable).

• **16200—PANAMA** — Supply, installation, erection, start up, technical assistance and personnel training for limestone crushing plant. Bid deadline not fixed. Plant capacity of 25,000 to 50,000 tons/year based on 8-hr. day, 100 days a year. Particle size requirements—ASTM 602-69, class designation and possibly others. Equipment to be included: Quarry crusher (portable or non-portable) and loader of crushed limestone. Project sponsored by Commerce and Industry Ministry to improve agricultural productivity and for requirements at sugar cane plantations. Ing. Ignacio A. Molino, Acting Director, Centro de Desarrollo y Productividad Industrial, P.O. Box 7639, Panama 5, RP.

Textile goods

2291041—MEXICO—Curtains or shades for buses. Territory of bus line is all Mexico. Large company. Presently uses cloth curtains in buses; would like to replace with more durable material, but will consider heavy cloth. Correspondence in Spanish. Reply to—Alberto Rodriguez G., Estrella Blanca, Avenida Revolucion 649, Mexico 18, D.F.

Converted paper, paperboard products

• **26400 — TURKEY** — Turkey Pulp and Paper Industries, Inc., requires art paper in 70 x 100 cm. sheets, consisting of 100 percent white cellulose pulp. Quantity desired: 400 tons of 100 gram/M2 substance and 100 tons of 120 grams/M2 substance. Bid deadline June 2. Delivery period within 60 days. Prices in f.o.b.-c.f. Istanbul or Izmit. Payment: L/C. Bidding specifications in English may be obtained from Modern Translation Bureau, Karanfil Sokak 49/2, Yenisehir, Ankara, for $4.50. Checks must accompany orders.

• **2646212—2645198 — 3029498 — TRINIDAD** — Egg cartons made of compressed cardboard to contain 6 and 12 eggs ea. Egg trays, open top made of compressed cardboard to carry 12 eggs. Egg trays & cartons made of plastic. Large reputable wholesaling distributor handling wide variety of lines including foodstuffs, poultry & animal feeds, hardware, textiles, lumber, other lines. Egg containers desired either in compressed cardboard or plastic. Firm is sole local distributor for Central Soya Inc. of Fort Wayne, Ind. & many other U.S. firms. Annual volume of business est. U.S. $3 million & its directors reported to be of highest integrity. Dir. sale & dist./rep. Call, write or cable—Lindy Troja, Mgr., E. P. Gibbs Ltd., P. O. Box 147, Port of Spain, Trinidad, W.I. Cable. provost; tel. 62-37895.

Synthetic materials

28231—AUSTRALIA — Textured acetate filament yarn (200 denier). Interested in contacting U.S. suppliers for sole Australian representation. WTDR in prep. Reply to—M. M. McVann, Noel P. Hunt (SA) Pty Ltd., 382 Halifax St., Adelaide, South Australia 5000. Cable Noelhunt; phone (08) 223 2249.

Steel mill products

• **33100—PAKISTAN** — Supply of cast or spun iron pressure pipes for water mains, class "B" for 9, 6 and 3-inch diameter fresh water mains. Concrete-lined cast or spun iron pressure pipes, class "D" for 15, 12 and 6-inch diameter salt water fire fighting mains. Tender No. EC-AII (493) 74/2645; bid deadline June 10. Karachi Port Trust, Construction Department, Karachi. Further information available from Overseas Product Sales Group, U.S. Dept. of Commerce, Washington, D.C. 20230, 202-967-4523.

• **33100—PERU**—Supply of wire rods, various specifications. Bid deadline soon as possible. Empresa Nacional de Comercializacion Industrial (ENCI), Camino Real 1106, Lima 27. Purchase financed by ENCI. Further information available at above address.

Construction, mining, materials handling machinery, equipment

• **35300—INDIA** — One 40/45 ton truck crane required by: Oil and Natural Gas Commission, Director of Stores and Purchases, Tel Bhavan, P. B. #55, Dehra Dun, India. Bid No. DSP/IMP/TPT/170/75, with bid deadline June 5. Tender documents available from above address.

• **35310—SOUTH AFRICA**—South African Railways issues Tender 1030 71039 for supply of container stacking cranes. Tender documents available from Chief Stores Superintendent, Rm 801, Melhof, 2 Melle St., Braamfontein, Johannesburg, for R 20 per set. Bid deadline June 20.

Engines, turbines

• **35510—PERU**—Complete plant for producing fish sticks, fish cake and fish fillet. Annual plant capacity desired is 4,000 metric tons of finished products. Complete technical information regarding required equipment is requested. No bid deadline. Tender number T-26. Project to be financed by Peruvian Government. Send data to: Ing. Manuel Alvarez Aquilar, Sector Pesquero, Direccion General de Comercio Exterior, Direccion de Promocion, Ministerio de Comercio, Centro Civico Of. 27, Lima 1.

Special industry machinery

35531XX—AUSTRIA—Sawmill equip.; veneer & plywood making machinery; sawing machines; jointers, molders, matchers, shapers; saw blades, staples for stapling machines, other accessories for woodworking machinery; stapling machines (air pressure operated), lathes, planers; chain saws. Large importer/distributor of woodworking machinery. Represents Spotnails, Inc., Rolling Meadows, Ill., since 1956. Agency arrangements sought for Austria & possibly other W. European countries. Send full documentation & c.i.f. or f.o.b. quotations. Open account terms of payment preferred. Reply to—Dipl. Ing. Harald Mueller, Otto Mueller, Holzbearbeitungsmaschinen Neumanngasse 8, A-1040 Vienna. Cable: Muelleroto, Vienna; tel.: 653110; telex. 11961.

3559589—TRINIDAD—Machinery for mfg. drinking straws. Well-established mfr. making icing sugar, buttered peanuts, peanut butter, confectionery & other related products. Mng. dir. who is virtually sole owner of business, reported to be well known in local business circles. Firm handles good annual volume of business & also well considered by its bankers. Reply to—D.S.H.H. Gopeesingh, Mng. Dir., Regal Products Ltd., 63A & 63B Lyndon St., Curepe, Trinidad, W.I. Cable. Regpro; tel. 662-3363.

Electric transmission, distribution

• **36130—COLOMBIA**—Empresa de Energia Electrica de Bogota, Calle 13 No. 37-35, Ofc 216, Bogota, has issued Tender No. PS-75-15 (IBD-19) for protection relays for 115 kv substations. Bid deadline June 16. Specifications available from above address for $67.

Electrical industrial apparatus

• **36200—SUDAN** — Central Electricity and Water Corporation invites firms interested in tendering for five MW diesel generators to be installed in new power station at Juba, to apply for copies of tender documents. IBRD financing. Contract to be placed provides for design, manufacture, delivery, erection and commissioning of five 1MW diesel generators. First two units due for commissioning in February 1977. Tenderers required to submit with application for tender documents, evidence of ability to undertake this work. Applications for specifications should be sent direct to Mechanical and Electrical Consulting Engineers: Merz and McLellan, Amberley, Killingworth, Newcastle Upon Tyne, NE12 ORS, England, and should be accompanied by £50 (non-refundable). Consulting Engineers will advise applicants of probable date of issue of documents.

Communication equipment

• **36610—COLOMBIA** — Empres Nacional de Telecomunicaciones, Telecom, Calle 23 No. 13-49, Piso 6, Bogota, has issued Tender No. III-014 for supply of 50 telephone switchboards for local and long distance service. Bid deadline June 9. Specifications available at above address for $33. Financed by World Bank.

• **36610—IRAN**—Telecommunication Co. of Iran, Supply Dept., Avenue Kourosh Kabir, Bisim Pahlavi, Tehran, is seeking bids for 10,000 magnetic telephone sets. Bid deadline June 22. Tender documents available at above address for approximately $166, or on short-term loan basis to firms located in U.S. from Science & Electronics Div., BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, 202-967-5569.

• **36610—TURKEY**—Sumerbank, Satinalma Mudurlugu, Ulus, Ankara, has issued a tender for supply of telephone switchboard. Bid deadline June 5. Bidding specifications may be obtained from Modern Translation Bureau, Karanfil Sokak 49/2, Yenisehir, Ankara, for $10.

• **36610—ALGERIA**—Monsieur le Chef du Service de la Voie (Approvisionnements), Bureau SES, 8 eme Egage, 2123 Blvd Mohamed V, Algiers, has issued Tender No. 70-01 for supply of 300 portable, 250 local battery wall, and 50 local battery mobil telephone sets. Bid deadline June 23. Cor-

respondence in French and specs in metric. Copy of tender document available on short-term loan basis to firms located in U.S. from Science and Electronics Div., BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, 202-967-2939.

• **36620—INDIA**—Northern Regional Electricity Board (NREB), F Wing, 1st Floor, Nirman Bhavan, Laulana Azad Rd., New Delhi 110011, has issued Tender No. IDA/NREB/2 for design, fabrication and supply of system diagram board for installation at regional load dispatch center of NREB. Bid deadline July 9. Tender documents available from above address for $12.50 per set, or on short-term loan basis to firms located in U.S. from Science & Electronics Div., BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, 202-967-2939.

• **36620—EL SALVADOR**—Administracion Nacional de Telecommunicaciones (ANTEL), Departamentos de Suministros, Edificio Administrativo, Centro de Gobierno, San Salvador, has issued tender No. 3/75 for supply and installation of a computer-controlled Telex Central. Estimated cost $250,000. Bid deadline August 11. Bid regulations and technical tender specifications, in Spanish, available at above address for $80.

• **36620—TURKEY**—Turkish Land Forces Support Foundation invites proposals from foreign firms for license and know-how agreement (and possibly joint venture) for domestic production of radio transceivers for military use. Initial project involves annual production about 1,000 portable and 1,000 vehicular 1.5-2.5w and 5/30w VHF-FM wireless sets. Bid deadline June 6. Manufacturers may obtain questionnaire and specifications from the Foundation: P.K. 278 Bakanliklar, Ankara, for $20.

• **36620—COLOMBIA** — Empresa Nacional de Telecomunicaciones, Telecom, Calle 23 No. 13-49, Piso 6, Bogota, has issued Tender No. BIRF III—013 to acquire radio-communication systems in order to enlarge main network. Bid deadline July 25. Specifications available at above address for $330. Project will be financed by World Bank.

• **36620—SUDAN**—Controller of Stores, Sudan Railways, P.O. Box 65, Atbara has issued Tender No. 4848 for one VHF radio telephone emergency system between locomotives and stations and one MF radio telephone communication system between district centers and headquarters. Bid deadline June 17. Specifications and drawings available from above address for $50 per set, or on short-term loan basis to firms located in U.S. from Science & Electronics Div., BDC-466, Room 1001, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-5569.

• **36620—TURKEY**—Milli Suvunma Bakanligi (Ministry of Defense) Tedarik Dairesi Baskanligi, Ankara, has issued tender for supply of radio equipment to include: 700 each VHF/FM hand transceivers; 242 each HF / SSB backpack / vehicular / stationary transceivers; 120 each HF/SSB transceivers with 100 w linear amplifiers; and 125 each HF/SSB transceivers with 300-500 W (PEP) RF output, etc. Bid deadline June 9. Bidding specifications may be obtained from Modern Translation Bureau, Karanfil Sokak 49/2, Yenisehir, Ankara, for $12.50.

Ship building, repairing

• **37310—SOUTH AFRICA**—South African Railways issues Tender 1030 71015 for tugs. Tender documents available from Office of Chief Stores Superintendent, Rm. 801, Melhof, 2 Melle St., Braamfontein, Johannesburg, for R10 per set, and drawings R2 per set (not refundable). Bid deadline July 11.

Railroad equipment

• **37430—SOUTH AFRICA** — South African Railways issued Tender 1020 70967 for supply of bogie covered wagons, type FP-5. Tender documents available from Chief Stores Superintendent, Rm. 3, Melhof, 2 Melle St., Braamfontein, Johannesburg, for R30 per set, and drawings for R40 per set (not refundable). Bid deadline June 20.

Engineering, laboratory, scientific, research instruments

• **38110—INDIA**—Director General, Posts & Telegraph, Parliament St., New Delhi 110 001 has issued Tender No. 12-123/75-MMD for various equipments for microelectronics lab (Phase II), telecom research centre, New Delhi. Bid deadline June 24. Copy of tender documents available from Asst. Director General, (Imports), Room 514, P & T Directorate, Parliament St., New Delhi 110 001, for $2.75.

38110—SAUDI ARABIA—Dr. A. H. Mansuri, College of Engineering, P.O. Box 800, Riyadh, is requesting catalogs of latest laboratory and related equipment in fields of civil, electrical, petroleum, physics, mathematics, mechanical, chemical, architectural, chemistry and workshops engineering.

38110—SAUDI ARABIA — Center for Applied Geology, P.O. Box 1744, Jidda, Attn: Mr. Kazi, is seeking current price lists for laboratory and field equipment (rock mechanics, soil mechanics and engineering geology). Center requires over $30 000 worth of equipment every year. Interested U.S. firms should write Mr. Kazi. Center is a department of Saudi Arabian Ministry of Education.

• **38110—ECUADOR** — Dr. Miguel Landivar, Depatamento de Riego de Trabajo, Instituto Ecuatoriano de Seguridad Social, (IESS), Estrada 132 y Tarqui, Quito, is seeking catalogs, prices and specifications for contamination detection laboratory. Equipment must consist of but not limited to: oxygen deficiency and combustion gas indicators, carbon monoxide and sulphur dioxide gas detectors, aromatic hydrocarbon detectors, decilimeters, hydrometers, lightmeters, flowmeters, pychrometers, anemometers, thermometers, and velometers, etc. Estimated cost of equipment $30,000. IESS has duty-free import privileges. Payment in cash; English correspondence acceptable.

• **38110 — SINGAPORE** — NGEE ANN Technical College, 535 Clementi Rd., Singapore 21, has issued Tender No. EEE/TQ/21-26/75 for supply of teaching equipment to laboratories and workshops of Department of Electrical and Electronic Engineering. Bid deadline June 23. Copies of tender documents may be obtained from above address on payment of $500; of which $20 will be deducted to defray costs of printing and $480 will be refunded to unsuccessful tenderers. Estimated cost of program approximately $15 million. Copy of specifications available on short-term loan basis to firms located in U S. from Science & Electronics Div., BDC-466, Room 1001, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-5569.

Instruments for measurement, analysis and control

• **38220—AUSTRIA**—Research project involving effects of radioactive carbon dioxide on plant growth is being undertaken by Institute of Radiochemistry and Applied Physical Chemistry of Innsbruck University. Institute needs growth chamber installation permitting simulation of various types of climates. Unit must be equipped with automatic temperature, humidity, irradiation time controls, and be absolutely airtight. Interested parties write: Prof. Dr. O. Bobleter, Institut fuer Radiochemie und Angewandte Physikalische Chemie der Unifersitaet Innsbruck, Innrain 62A, A-6020 Innsbruck.

• **38240—EL SALVADOR**—Administracion Nacional de Acueductos y Alcanterillados (ANDA), Seccion de Proveeduria del Departamento de Servicios, Local 209, Edificio Comercial Pacifico, 9A. Avenida sur 214, San Salvador, has issued tender No. IM 9/75 for supply of 12,000 water meters as follows: 3,000 units for ½ inch diameter water pipes, single spout type; 8,000 units for ½ to ⅝ inch diameter water pipe, multiple spout type; 1,000 units for ¾ inch diameter water pipe, multiple spout type. Estimated cost $140,000. Bid deadline June 2. Technical tender specifications and bidding regulations available from the above address for $26.

• **38240—INDIA**—Mr. M. M. Abad, Chief Signal & Telecommunication Engineer (Construction), Victoria Terminus Annexe, Bombay VT., has issued tender No. Con/N.107/MTJ-PWL for supply, installation, testing and commissioning of electronic axle counters in railroad automatic block signaling systems. Bid deadline June 19. Tender forms available for $4 from above address.

• **38290—COLOMBIA**—Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga, Oficina 607, Medellin, Colombia, has issued tender No. 06/4/75 for supply of following hydrometeorological equipment: 37 pluviographs, 13 limnigraphs, 3 anemographs, 3 anemometers, 4 aspirators for psychrometers, 3 heliographs, 2 flow meters, and 12 thermometers and accessories. Bid deadline June 13. Terms and specifications available at above address for $8.

Surgical, medical, dental instruments

• **38400, 25990—TRINIDAD and TOBAGO**—Director, Trinidad & Tobago Project Unit (IADB/IBRD), Ministry of Works, 5 Stanmore Avenue, Port of Spain, Trinidad, W.I. is inviting applications from manufacturers and/or suppliers wishing to prequalify for inclusion in a list of contractors invited to tender for supply and delivery of medical equipment and supplies for complete equipping of 100-bed maternity hospital, to include hospital beds and household kitchen, office and teaching furniture for 500-place nurses' training center and a family planning institute. Bid deadline for prequalification June 14. Prequalification questionnaires must be obtained from office listed above. Project will be financed by World Bank Loan; and institutions are to be constructed by December 1977.

• **38410—IRAQ**—Ministry of Health, Baghdad, has issued tender No. 3/75 for supply of miscellaneous anesthetic equipment. Bid deadline June 2. Copy of specifications available on short-term loan basis to firms located in U.S. from Science & Electronics Div., BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, 202-967-5569.

• **38410—NIGERIA**—J. M. Akinola, Permanent Secretary, Ministry of Health, Agodi, Ibadan, has issued Tender No. ADI/463/S.1/533 for supply of surgical instruments and apparatus including but not limited to equipment for orthopedic surgery, diagnostic equipment, operating instruments, syringes, anesthesia apparatus and oxygen tents, hospital furniture, etc. Bid deadline June 6. Tender, which is for equipment for small teaching hospital, to be financed by Western State Government. List of items needed is available on short-term loan basis to firms located in U.S. from Science & Electronics Div., BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, 202-967-5569.

Manufacturing industries

3999998—THAILAND — Models of armaments (teaching aids), to be used in military

academy. Requests c.i.f. Bangkok prices, catalogs. Reply to—Manu Thaniya, Import Mgr., Bangkok Motor Tyres Trading Co., Ltd. 48-50 Maitreechit Road, Bangkok.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Paints, varnishes, lacquers, enamels

2851853—289148X—3295098—32970XX — AUSTRIA—Special putty; special clay; rubber cement; nonclay refractories; clay refractories. Large mfr. (importer/distributor) of special cements & putties (electro-cements, acid-resistant cements). Wants to enlarge sales program with other special cements. Agency arrangements sought for Austria, Hungary & Yugoslavia. Send f.o.b. quotations. Open account terms of payment preferred. Reply to—Dipl. Ing. G. Koczirz, Dipl. Ing. Guenther Koczirz, Viktorgasse 21, A-1040 Vienna. Cable Koczirz, Vienna; tel. 650600; telex 01-2924.

Flat glass

3211XXX—GERMANY — Float & sheet glass in 4, 5 & 6 millimeters thickness, 120-220 cm. width. & 300-320 cm. length. Price quotations c.i.f. German seaport in container loads of 20-25 tons. Annual requirements about 100,000 sq. meters float glass & about 500,000 sq. meters sheet glass. Founded 1922, leading flat glass dealer in NW. Germany & important mfgr. of insulating glass. Employs 30; annual sales amount to dm 16 million. Currently imports about 70% of flat glass needs from W. European countries. Good financial reputation. Reply to—Franz Mussweiler, Mng. Partner, Carl Mussweiler KG, Breslauerstrasse, 4531 Lotte. Tel: 05404-3871, telex: 094910. Direct sale/resale/excl. dist.

3211XXX — GERMANY — Float, sheet, bonded cathedral, & antique glass. Float & sheet glass in 4, 5, 6 and 8 millimeters thickness. 120-216 cm. width, & 300-320 cm. Requirement for float & sheet glass about 500 tons/yr. Requests price quotations on c.i.f. German seaport basis for container loads of about 20-25 tons. Founded 1908; employs 45. Annual sales about dm 5 million. Good financial reputation. Reply to—Reiner Vopel, Fritz Honsel K.G. Oscar Mietrup Machf., Rheinstr. 81, Postfach 2406, 45 Osnabrueck. Tel. 0541-62016.

Cutlery, hand tools, general hardware

342501X—AUSTRIA — Chain type saw blades. Large importer/distributor of woodworking machinery. Represents Spotnails, Inc., Rolling Meadows, Ill. since 1956. Agency arrangements sought for Austria & possibly other W. European countries. Send full documentation & c.i.f. or f.o.b. quotations. Open account terms of payment preferred. Reply to—Dipl.Ing. Harald Mueller, Otto Mueller, Holzbearbeitungsmaschinen, Neumanngasse 8, A-1040 Vienna. Cable Muelleroto, Vienna; tel. 653110; telex 11961.

Special industry machinery

3551349—PHILIPPINES—Sugar plant machinery using Rotosil process. Inquiry is for process as well as machineries using Rotosil process in making sugar cane into molasses. Desires quotations with approx. value of machineries for entire process including description of machineries & process. Reply to—Col. Jose A. Valdez (Ret.), 107 Riverside St., San Francisco Del Monte, Quezon City 3010.

Future Construction Abroad

BRAZIL — CELPA (Centrais Eletricas do Para S.A.), concessionnaire to produce and distribute electricity for whole state of Para, inaugurated its second power plant in Belem, called Tapana I (first is Miramar). New plant producing 50,000 KW using two units of 25,000 KW each. Total plant construction cost estimated at 100 million cruzeiros. Entire state of Para now has generating capacity of 185,000 KW. The Belem power plants also furnish electricity to entire Bragantina area, an extension of about 500 miles. Present Belem generating capacity estimated to meet demand until 1977 when Tapana II, projected for 130,000 KW, is expected to begin operation. Construction of Tapana II is guaranteed financing of 40 million German marks and from Brazilian program PRO-TERRA. Bids for **equipment and construction of Tapana II** will be requested soon. Bidding matters should be taken up with Electronorte S.A., Rua Evaristo da Veiga 55, 20/24° andar, Rio de Janeiro. OPIC.

HONG KONG—Construction of a **satellite city** called Tai Shan Wai Housing Estate near Yuen Long, New Territories, Kowloon, comprising 5,000 two-story semi-detached houses, is a joint venture of Canadian Overseas Development Co. Ltd. of Hong Kong and Royest Investments Ltd., a wholly-owned subsidiary of the Royal Bank of Canada. Although Hong Kong Government has not given final approval for this US$80 million project, it has given approval in principle. Two types of two-story houses are planned: 750-sq. ft., three-bedroom, and 1,000-sq. ft., four-bedroom, both with car park and garden. Other amenities are tennis courts, a football field, an artificial lake, shopping centers and schools. Developer has started landfill operations and hopes to begin construction early in 1976 and complete in 1977. U.S. manufacturers may obtain further details from: Fong Hin-Yeung, Dir., Canadian Overseas Development Co., Ltd., 1612 Union House, Hong Kong.

HONG KONG — The Hong Kong & Shanghai Banking Corp. and Cheung Kong Holding Ltd. have formed a 50-50 joint venture company called Woodhall Co. Ltd. to replace the "China Building" in the Central District with a **27-story office structure.** Project probably will offer many opportunities to U.S. manufacturers to supply building materials, sanitary equipment and furnishings. Interested firms write: Li Ka-Shing, Dir., Woodhall Co. Ltd., 9th Fl., Bank of Canton Bldg., Des Voeux Rd. C., Hong Kong.

BURMA—Department of Irrigation, Rangoon, provides following information on three projects to be financed by IBRD and ADB which it expects to implement in near future. **Nyaunggyat Multipurpose Project:** construction of dam, hydropower, 2X800 KW units or 4X4000 KW units, at Myittha River, implementation period spread over six yrs., foreign exchange involvement $35 million, World Bank agreement within 1975-76. **Sedawgyi Multipurpose Project:** construction of dam, hydropower 20 megawatts or 23.7 megawatts—4 turbines (axial flow), flood control, etc., located at Madaya, implementation period spread over six yrs., foreign exchange involvement $41.6 million, ADB agreement within 1975. **Land reclamation in Irrawadi River Delta Area:** Over 200,000 acres paddy growing land to be reclaimed immediately, agreement with World Bank soon, foreign exchange involvement $17 million.

The Overseas Private Investment Corp. (OPIC) offers political risk insurance to U.S. construction firms planning to submit bids on projects in certain developing countries, identified by the "OPIC" notation at the end of some items. For further information on OPIC's construction insurance program, write Information Officer, Overseas Private Investment Corp., Washington, D.C. 20527. Tel: 202-632-1854.

KOREA—Busan Port Authority, Ministry of Transportation, is prequalifying contractors for construction of **new port facilities** at Mukho Port. Project will be let on basis of unit price lump-sum contract, for all procurement and erection. Financed jointly by Korean Government and IBRD. Only prequalified contractors will be offered Invitation to Tender. Consists of following major parts: Approx. 31,000 cubic meters of dredging; approx. 37,000 sq. meters of grading; of which 16,300 sq. meters surfaced with asphalt cement pavement and 1,000 sq. meters Portland cement concrete paved; modification and rehabilitation of two existing piers and steel framed conveyor supports; installation of approx. 850 linear meters of reclaimed track including rails, ties, ballast and foundation preparation; approx. 900 sq. meters of single-story reinforced concrete structures; and installation of utilities, including sewer, water and electrical distribution system. Contractors with previous experience in similar type works wishing to prequalify individually or as joint venture should request prequalification documents and enclose five copies of articles of incorporation of company, financial statements and summaries of construction experience. Busan Port Authority 46-63, 3rd St., Daechang-dong, Dongku, Busan. Prequalification deadline June 23. Direct questions to Office of the Consultant, Lyon Associates, Inc., P.O. Box 559, Gwang Wha Moon, Seoul 110. OPIC.

CANADA—Federal Minister of Department for Regional Economic Expansion (DREE), Don Jamieson, and Premier Gerald Regan of Nova Scotia, announce **two Federal-Provincial agreements** representing combined expenditure of $135 million over five years. One is to promote Halifax-Dartmouth as "Gateway" and economic leader of Atlantic Canada, and other is designed to prepare Strait of Canso as region's industrial center. The **Halifax-Dartmouth** agreement, valued at $110 million, relates to development of the two cities' waterfronts, port development and expansion of industry. At the **Strait of Canso** a development office will cost $1.8 million, integrated regional planning $2 million, and community and industrial infrastructure $21.5 million.

HONG KONG—Hong Kong United Dockyards (HUD) will make decision on a **$60 million ship repair project** on 32-acre site at Yam O Bay, Tsing Yi Island within next six weeks. Will provide docking and repair facilities for tankers, bulk carriers and other conventional carriers from Southeast Asia. Completion estimated at five years, with facilities used each stage. U.S. firms write: Mr. J. Cassels, Managing Director, Hong Kong United Dockyards, Wuwu St., Hunghom, Kowloon, Hong Kong.

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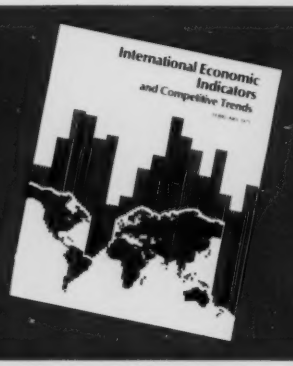

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